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C A T A L O G U E

ALBERTA

INVESTMENT

MATCHING

SERVICE

OF ALBERTA

Alberta
ECONOMIC DEVELOPMENT
AND TRADE
Investment

Message From The Minister

Upon entering the 90's, we were inundated by the latest in economic-related buzzwords, of which global competitiveness, sustainable development, and trade liberalization were just a few. Now, as we find ourselves halfway through 1992, these terms have found themselves positioned behind a new buzzword: fiscal reality.

Due to depressed world commodity markets and a North American recession, every major economic centre in the world is facing the fiscal reality of doing business in the '90s. Yet despite the apparent economic uncertainties in the United States, Germany, Japan, the United Kingdom — and even the rest of Canada — Alberta is facing today's fiscal realities with continued strength and confidence.

Over the past two decades, Alberta has witnessed strong economic growth. Indeed, in real terms, our provincial economy has more than doubled in size since 1971. In avoiding the worst effects of the North American recession, Alberta's economy grew by 0.5 per cent in 1991. While modest, our province's growth compared very favourably to the 1.5 per cent decline experienced by Canada as a whole.

In the recent budget presented by our Government, we addressed the fiscal realities of improving Alberta's competitiveness from an investment perspective. With this in mind, the Government cut the corporate income tax rate for large manufacturers and processors by one per cent to 14.5 per cent. This reduction now makes Alberta among the most competitive of all Canadian provinces. As well, we increased the capital cost allowance rate on manufacturing and equipment from 25 per cent to 30 per cent. These measures will reduce taxes on Alberta manufacturers by close to \$7 million in 1992-93 and by \$15 million the following year.

In this issue of the Investment Matching Service of Alberta Catalogue, we address some of the new fiscal realities of doing business in Alberta. We take a look at Alberta's infrastructure by focusing on the Alberta Stock Exchange and the new, relaxed Investment Canada rules in regards to the acquisition of Canadian oil and gas companies. Our feature, "Strategic Alliances," returns — as does our report on the most recent Alberta investment news.

Intense global competition requires our province to take measures to ensure our success while recognizing the fiscal realities of today. I encourage you to explore our province as an investment location, and I am confident you'll find this edition of the IMSA Catalogue informative. If you have any comments on the material you read, or if you have specific investment interests you would like to see featured, please do not hesitate to contact us. We look forward to hearing from you.



A handwritten signature in cursive script that reads "Peter Elzinga".

Peter Elzinga
Minister
Economic Development and Trade

INVESTMENT MATCHING SERVICE OF ALBERTA

Catalogue

The purpose of the Investment Matching Service of Alberta (IMSA) is to identify and inventory growth-oriented investment opportunities in Alberta, and to present these ventures to a global network of investors.

Investment opportunities and investors are registered in the computer matching program to provide a systematic two-way flow of referrals. A counselling service is also available to assist Alberta entrepreneurs develop business plans and promotional materials.

For investors interested in an opportunity, IMSA maintains an up-to-date executive summary and business plan on every venture listed in this catalogue. An executive summary will be sent to an investor expressing an interest in a specific venture. A business plan is available to interested parties at the discretion of the entrepreneur.

If you are interested in registering, either as an investor or as an Alberta company seeking capital, please complete the form at the back of this publication. For those investors wishing to market their interest in acquiring a specific investment opportunity, "Acquisitions Wanted" outline guide forms are provided in the IMSA investor registration package, and are available by request.

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The projects listed in this IMSA Catalogue may be eligible for consideration for approval under the Alberta and Canadian Guidelines of the Entrepreneurial Immigration component of the Business Immigration Program.

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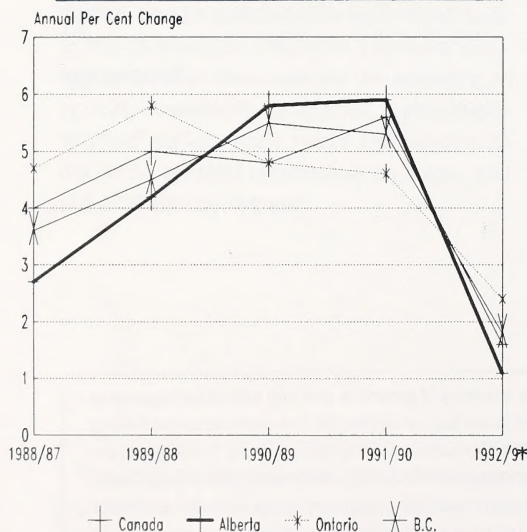
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Recipients of this IMSA Catalogue are reminded that the issuance of securities and any acts of furtherance of trades in securities are subject to, among other things, the Securities Act of Alberta. The Government of Alberta assumes no responsibility for ensuring compliance with the applicable statutory requirements. Participants are urged to consult with their advisors to ensure that their activities are conducted in accordance with the applicable statutory requirements. The Government of Alberta, its agents and employees, assume no responsibility or liability for the form or content of the information which has been provided by the applicable company and/or organization, contained in this Catalogue or for its use. The Catalogue is not to be construed in any way as constituting an investment recommendation, joint venture or licensing offering, or an endorsement, but is an information service only.

While Alberta has weathered the North American recession better than most provinces, growth in 1991 was slower than previous years. Now that the North American economies are recovering, Alberta's growth rate will be stronger. The Provincial Treasurer forecasts Alberta's real growth to be 2.5 per cent in 1992. This compares favourably to an overall real growth rate of 2 per cent for Canada and the United States (see graph at right).

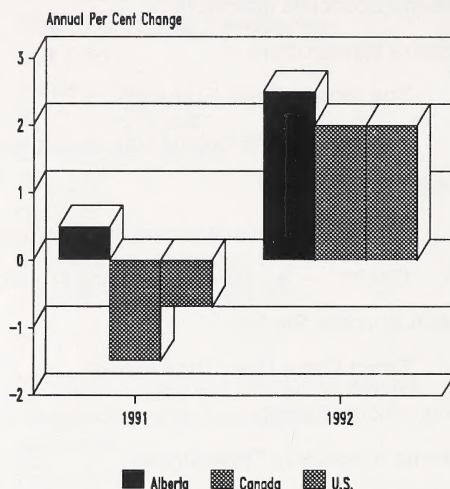
This forecast agrees with the predictions of other economic agencies and indicators. For example, strong advances on the Toronto Stock Exchange price-earnings ratio, which is seen as a leading economic indicator, suggests that business conditions should strengthen by the end of the second quarter of 1992.

Annual Change in Consumer Price Index



* Compares January 1992 with January 1991
Source: Alberta Treasury, Statistics Canada

Real Economic Growth



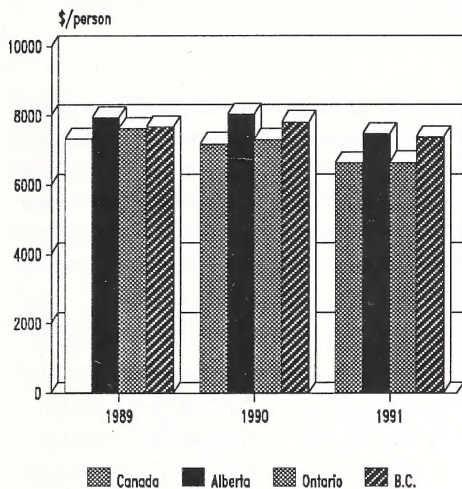
Source: Alberta Treasury

Canadian consumer price inflation slowed to its lowest rate in 20 years in January 1992; the change (measured by the Consumers Price Index – CPI) in the national rate for January 1992 compared to a year earlier was 1.6 per cent (see chart at left). The January 92/91 change in CPI for Alberta was 1.1 per cent — lower than the national rate and that of British Columbia and Ontario.

For 1991, Canada's annual CPI rose 5.6 per cent, reflecting the introduction of the Goods and Services Tax (GST) by the federal government on January 1, 1991. This was up from 4.8 per cent for 1990 and the highest rate since 1983. Alberta's CPI was 5.9 per cent in 1991, slightly higher than the 5.6 national rate.

The recent increase in unemployment rates in Canada is a result of the North American recession. Most of the job losses have been in

Per Capita Retail Sales



Source: Statistics Canada

the manufacturing sector, and to a lesser extent, the service sector.

In Alberta, significant job losses have occurred in the oil patch, many of which are attributable to restructuring of major oil companies.

Despite the substantial downsizing in the oil and gas industry in Alberta, as of early 1992, the province's unemployment rate of 9.6 per cent is among the lowest rate in Canada and lower than the national rate of 10.6 per cent.

Moreover, Alberta experienced a large increase in the number of persons entering the labour market. The annual average labour force increased 33,000 in 1991, more than double the gain during 1990 and the greatest increase since the early 1980s.

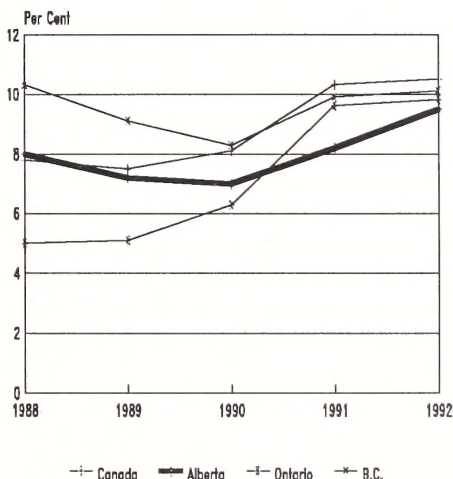
Over the past several years, Alberta has recorded the highest per capita level of retail sales in Canada. The recent economic downturn and lower consumer confidence levels throughout Canada have led to a decrease in 1991 sales over 1990, although the decrease

in Alberta has been lower than the national decrease and lower than that of most provinces.

Since the introduction of the GST, Ontario, British Columbia and other provinces, where a majority of residents live close to major American shopping centres, are continuing to experience massive cross-border shopping.

Two factors have kept cross-border shopping from being a major issue in Alberta. First, most Albertans do not live in proximity to major American retail outlets. Second, Alberta is the only province without a provincial sales tax, so the introduction of the GST was less of an issue here, than elsewhere.

Annual Unemployment Rates



* Average for Jan. & Feb. 1992

Source: Statistics Canada

ALBERTA INFRASTRUCTURE

The Alberta Stock Exchange

The Alberta Stock Exchange (ASE) was formed in 1914 to provide a regional marketplace for Alberta's emerging resource industry. Today the Exchange plays a leading role in providing a regulated format for the raising of capital and trading of equity for emerging and senior enterprises. The Exchange membership consists of 36 national and regional investment brokerage firms. Over the past four years, the ASE's 800 listed issues traded an average annual volume of 710 million shares. It offers both a fully automated trade execution system and a traditional open outcry trading system, using the latest in computerized facilities.

The ASE is strongly committed to its role in promoting economic development in the province. It is this regional focus that makes the ASE most unique among North American stock exchanges. As an integral part of Alberta's financial infrastructure, the ASE has facilitated the raising of equity capital for many growth and emerging companies that are now contributing significantly to the economic well being of the province.

Working closely with its members, Provincial Securities Commissions, and provincial government departments, the ASE has developed several innovative equity programs including the very successful Junior Capital Pool (JCP) program. This program has been designed specifically to provide access to public financing for new and emerging business ventures through the medium of a regulated public exchange.

Since its inception in 1986, the JCP program has seen over \$60 million initial capital raised in Alberta for investment in some 300 new business ventures. When secondary financings for these companies, totalling \$150

million to date, are added along with a like amount in asset value acquired mainly through share issuance, the JCP program has obviously made a positive market impact. This has been achieved without reliance upon any form of direct government financial incentive.

JCP companies are certainly not the only innovative program at the ASE. Since its introduction in 1988, the Exchange Offering Prospectus (EOP) is becoming an increasingly popular method of financing. In conjunction with the Alberta Securities Commission, the EOP policy has recently been amended to better serve the needs of securities issuers. The majority of the changes were directed towards simplification and timeliness of the offering procedure including delegation of review responsibility to the Exchange for currently listed companies.

In addition to its focus as a venture capital market, the ASE is also searching for ways to enhance the formation of capital for senior issuers. During the last three years, the Exchange has streamlined the process for listing specialty preferred share issues of senior companies whose common stock trades on senior exchanges. In addition, the Exchange, in conjunction with the West Canada Clearing Corporation, recently introduced a book-based clearing system for debenture issues to facilitate the settlement of listed debentures.

The ASE is proud of its role in providing a functioning regulated public format for the raising of equity capital for emerging and senior issuers. Having developed the skills and enterprise to deal successfully in this most challenging area, the Exchange is committed to an ongoing role of innovation and leadership in this field.

Federal Government Relaxes Oil and Gas Investment Restrictions

On March 25, 1992, federal Energy Minister Jake Epp announced a major revision in the rules governing foreign investment restrictions in Canadian oil and gas companies. This is considered to be the most significant federal government measure affecting Alberta's major industry since the dismantling of the National Energy Program in the mid 1980's.

The new rules are as follows:

- The federal government abandoned its goal of 50 percent Canadian ownership of the exploration and production side of the oil and gas industry.
- Foreign acquisition of healthy Canadian energy companies will no longer be prohibited. Previously, only companies in financial distress (or those acquiring a direct interest worth less than \$5 million or an indirect interest worth less than \$50 million) could be acquired by foreigners.
- U.S. investors can acquire companies or properties with assets up to \$150 million without approval from Investment Canada — the same rules which apply to industries governed by the Canada-U.S. Free Trade Agreement. Larger investments still require review.
- Direct investments by other foreigners over \$5 million and non-direct investments over \$50 million continue to be subject to Investment Canada review.
- Canada will continue to control production, transportation and trade of its energy resources through federal and provincial regulatory agencies.

These new rules are expected to significantly assist Alberta's oil and gas companies to raise capital in international markets. Despite difficult conditions in the Alberta oil patch,

caused primarily by depressed oil and gas prices, there are a number of attractive investment opportunities among Alberta's small and medium sized petroleum companies. Debt loads are low or non-existent in numerous companies and costs have been reduced to a point where they are able to turn a good profit despite prevailing low commodity prices.

However, the industry has a strong need for capital, and when cash flow is down because of low commodity prices, it needs new equity. This is what the federal government has attempted to address. According to Mr. Gerard Protti, Executive Director of the Independent Petroleum Association of Canada (IPAC), the new regulations will allow energy companies to approach, with greater confidence, the financial markets in Boston, New York, the U.K., France, Germany and, to a smaller extent, the Pacific Rim. "New foreign investors, when they are looking at potential investment opportunities in Canada, are not going to see different treatment between oil and gas and other sectors of the economy," he said.

Individuals wishing more details concerning these new regulations should contact the Investment Branch of Alberta Economic Development and Trade.

STRATEGIC ALLIANCES

Canadian Foremost Expands its Horizons

Calgary-based Canadian Foremost Ltd. is actively seeking strategic alliances. Since 1966, Foremost has been in the all-terrain vehicle business. Over its 25 year history the company has grown, diversified and has been listed on the Toronto Stock Exchange as a Canadian-owned public company.

"The acquisition of drill systems in 1988 was significant because it took advantage of our strengths in manufacturing and international marketing, and it got us involved in mineral exploration drilling — a diversification away from the oil and gas industries," says Jack Nodwell, Foremost's Chairman. "The other significant event was our financial turn-around over the last year. We got ourselves into financial trouble in '88 and '89 so we restructured," explains Nodwell. "We've been successful so far because the financial situation caused us to embark on a strategic direction. While our traditional business has opportunities in the future, we feel we've got to further diversify — to embark on a program to seek strategic alliances to grow the company."

With approximately 150 employees, Foremost now operates two plants in Calgary, one in Reno, Nevada and a joint-venture office in Moscow with seven Soviet staff. "One of the Calgary plants manufactures both vehicles and drilling equipment," outlines Nodwell. "The other is our parts and service depot which provides support for our repair and maintenance activities." The plant in Reno, located at the heart of U.S. gold mining country, manufactures drill pipe, parts and accessories for both mineral and environmental drilling operations.

Foremost's clients include utilities and companies in the oil and gas sector, mineral exploration, defence, environmental protec-

tion and frontier development sectors. It has also recently reached an agreement to purchase Bronco Tank and Testing Co., an oil field services company based in Alberta. "This acquisition will add substantial cash flow to the company. It represents a strategic diversification for Canadian Foremost and is an indication of our intention to evaluate opportunities for further expansion into the energy services field through either acquisition or merger," said Nodwell.

With significant contracts and experience in the U.S., China and Russia, and sales in Europe, Africa and South America, Foremost's future includes a much more aggressive marketing strategy to give it a stronger presence in the Middle East and Mexico. "Initially we will try to get products sold and operating in those areas," says Nodwell. "Once customers get familiar with the products and are confident that they can perform, then we'll decide if it makes sense to look at strategic alliances in those areas."

Foremost has developed substantial international marketing expertise, contacts and reputation. "Also, we could handle another \$10 million to \$15 million in volume without any significant restructuring or capital investment in manufacturing capacity," says Nodwell. "This makes us a good fit for someone who could benefit from the specialized capital equipment manufacturing and international marketing expertise we've got. For example if they want to produce capital equipment and expand globally we have the manufacturing capacity and international marketing connections to allow that."

"The fact that we're a public company gives us some flexibility from an investor's point of view," believes Nodwell. "The liquidity of equity

and the ability to trade that equity on an exchange will be an attraction for some investors along with our other key strengths.”

For more information on this strategic alliance opportunity contact:

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STRATEGIC ALLIANCES

ICS Inc. — A Leader in Advanced Ceramics Technology

A company on the leading edge of structural ceramic technology is seeking strategic alliances to assist in expanding markets for its unique products, and exploring opportunities for technology transfer. Headquartered in Calgary, Alberta, ICS Inc. has been in existence since 1986.

ICS employs 15 people at its 15,000 square foot manufacturing facility. Currently the plant has a production capacity of approximately \$3 million to \$4 million per year. The plant has extensive in-house facilities including: complete pattern and mould making facilities, milling and mixing by attrition, mould identification and storage, drying facilities, gas fired production sintering, research and development, marketing, and employs CAD in the design of its products. ICS complies to quality assurance ISO-9002-87 standards in all its production and procedures. The company believes quality and service are key components and sets high standards for all materials leaving its plant.

The company uses technology it has obtained and developed to manufacture large, monolithic, complex and custom shapes from high density alumina and alumina bonded silicon carbide using a special casting process. The production methods employed by ICS allow the company to manufacture the large custom shapes while keeping pattern and tooling costs to a minimum. These methods allow for the economical production of quantities of any size.

ICS uses this unique structural ceramic technology to produce ceramic wear resistant lining systems. These products are designed to be used in hostile environments where they will be subjected to such extremes as sliding abrasion, corrosion, high temperatures or thermal shock. Due to their durability these en-

ergy resistant products are ideal for applications in major resource industries.

ICS products can be found in coal and mineral mining operations, tar sands, coal fired power plants, potash, pulp and paper, grain handling, oil and gas as well as steel, cement, and other secondary industries.

In addition to its industrial ceramic products, ICS produces monolithic compound curved ceramic plates used in hard armour systems. These high density plates are used in personnel, static and vehicular armour systems where protection must be provided from multiple hit, armour piercing ballistic threats. To date, these systems have been purchased for use by private police forces, military and private commercial agencies.

ICS has been successful with marketing efforts in Canada, the U.S., Australia, and the United Kingdom. Its products are unique and have excellent potential. "What we are dealing with are the plastics of the future," says Jim Kalbfleisch, President of ICS. "This industry has tremendous potential. By the year 2000 we expect to see sales in the billions of dollars per year over the industry as a whole." Currently, the greater portion of ICS sales are facilitated by agents, distributors, and original equipment manufacturers. Now the company is setting its sights on the future.

ICS wishes to expand territories into the Pacific Rim, Europe, and the Middle East. The company also wishes to expand sales in its existing markets by increasing agent/distribution representation. Strategic alliances with original equipment manufacturers and/or product development/marketing operations will also allow ICS to increase product listings through research and development. Looking to the future, ICS would also be interested in

acquiring additional and related ceramic technology through joint venture, incoming or reciprocal technology licensing with other companies.

"ICS is exploring opportunities for outgoing technology transfer alliances. We will consider the outright sale of technology and transfer of technology through licensing agreements or plant replication," says Kalbfleisch.

As a company on the leading edge of ceramics technology, the future potential of ICS looks bright. If you are interested in exploring opportunities for the formation of: technology, product, market/distribution, investment, territorial international strategic alliances, or other ways in which you can be part of ICS's future, contact:

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Smart Cards Meet Their Future

Marcel Graves' company, Identity Systems International Inc., was formed in 1988 to develop a fraud-proof system of personal identification utilizing "smart cards." In the beginning, the company was getting along fine working with friends and relatives.

Then Graves learned of the Investment Matching Service of Alberta (IMSA) and decided to find out about the magnitude of potential investors. "My philosophy is to leave no stone unturned when looking for investors," explained Graves, President of Edmonton-based Identity Systems International Inc. "So when I heard of IMSA at a trade seminar I was interested."

During his initial discussion with an IMSA Investment Coordinator in the Fall of 1989, Graves was asked to put together an Executive Summary outlining the company's history and its management, the product, the market and marketing strategy, and investment requirements. He was also required to prepare a business plan. "We had a meeting and I submitted the work we'd completed," remembers Graves. "With this information Economic Development and Trade was able to generate awareness of our investment opportunity and introduce us to private sector investors."

The smart card system includes a computer terminal, smart card, card reader and a finger-print scanner. It can be used for physical access control, computer network access, credit cards, passports, travel visas and any other form of documentation where fraud may be a concern. Because an individual's finger-print is digitized into a microchip that is affixed to the card, it precludes the fraudulent dupli-

cation that can occur with magnetic strip cards. A production model has been in place at the University of Alberta Hospitals since December, 1990 to test the system. A Canadian patent has been filed with patents pending in several other countries.

In May, 1991, Graves met with a British investor who was looking at 12 business opportunities. "He short-listed it to three, looked carefully at the three and in July he chose Identity Systems International."

Graves believes that participation in IMSA is "undoubtedly an appropriate way of pursuing investors and strategic alliances." With one successful set of negotiations under his belt, he is now in touch with representatives of another British company who have asked for his business plan. "We're open to a number of possibilities," says Graves. "In the area of commercial collaboration, we would be more than interested in striking an arrangement for equity participation or distribution and marketing rights. There are groups out there who could be very strong allies."

#99004

Public Venture Capital Company

This Edmonton based public company (listed on the Alberta Stock Exchange) is interested in acquiring operating companies to add to the two subsidiaries it is currently operating. The company's strategy is to build a diversified portfolio of operating companies in western Canada. Growth-oriented ventures requiring a minimum investment of \$500,000 will be considered.

The company has an experienced management team, is well financed, has connections in the venture capital industry and is seeking acquisitions on the following basis:

1. Company must have a successful operating history.
2. Company must have fixed assets.
3. Company must have senior management willing to stay and participate with the growth of the parent company.
4. No start ups.
5. No high tech ventures requiring high specialization.
6. No bail-out situations.

The company is interested in talking to the owners of small to medium sized Alberta businesses who would like to become part of a larger operation. Should you wish to realize some capital gain from the growth of your business now, but be willing to stay and run your business to achieve further growth as part of a larger public company, please contact IMSA.

#99041

Oil & Gas Service

This Canadian based company specializes in products and services used in the oil and gas industry. The company's core business today is based in Western Canada, with a strong presence in Alberta, servicing products used for the exploration, production and gathering of oil and gas.

The company's new strategic plan is designed to aggressively pursue established and new products that complement its existing product lines. The company will target these products at specialized markets in Canada as well as internationally, where technology, innovation, service and quality are rewarded by strong business growth.

The company has a diverse and experienced management team, is well financed and is traded actively on the Toronto Stock Exchange. Acquisitions may be made through outright purchase, joint venture or technology transfer arrangements. The company has a strong marketing presence and is well known throughout the gas and oil industry.

Acquisition companies of interest would currently have sales in the \$20 - \$30 million range and would be able to provide a five year business plan including pro forma statements, market potential, corporate structure and a current clientele list.

The management/shareholder groups would consider the purchase of licensing rights to new product lines and/or taking equity positions in manufacturing opportunities.

#99083

Advanced Material Technologies

This Western Canadian based company specializes in the research, development and commercialization of advanced industrial materials and systems for the aerospace, electronics and process industries. The company's strategic plan is designed to aggressively pursue alliances for current activities which will broaden both its business and technical expertise.

The company has an experienced management team and is well-financed. Acquisitions and alliances may be achieved through outright purchase, joint venture or technology transfer arrangements.

Of interest are companies that currently have sales in the \$50 to \$250 million range and would be able to provide a nucleus of opportunity with significant potential for a current customer base. Benefits will be realized jointly as the result of the synergism of compatible corporate cultures.

Eligible companies would possess common interests and expertise relevant to advanced material technologies and markets. Suitable alliances must have the potential for growth and profitability in order for attractive benefits to accrue to all proponents of the venture.

#99150

Manufacturing Opportunities

This Grande Prairie machining/fabricating group of companies is seeking new manufacturing opportunities for the North American market. The group's equipment includes 4 –

CAD Stations, 2 – CNC Mazak Turning Centres, 2 – CNC Mazak Milling Machines plus a full standard machine shop. Flame cutting, metal forming, and specialty and pressure welding services are available. The entire 26,000 square feet of shop is under 5 ton cranes. The 90 employees average five years employment within the group.

Previous manufacturing experience has been in logging equipment, oilfield tools, structural steel, excavator and crawler attachments, and heli-portable seismic rigs. The company has taken main line heavy duty standard excavators and completely converted these machines into forestry delimiters and filler-bunchers. Moreover, the engineering group will assist in the design of products. A marketing network for the forestry industry is in place.

#99159

Oil & Gas Investment Syndicate

This Edmonton based investment syndicate is looking for an investment opportunity in the oil or gas industry located anywhere in the province of Alberta. The syndicate has \$200,000 to invest and would entertain the possibility of syndicating with other investors to establish larger projects. The investment group would want to play a management role in the joint venture project.

Specifically, the syndicate seeks wells of shallow depths, close to tie ins, with production equipment in good shape and contracts for gas available. Projects could include existing or abandoned oil and gas wells which would take a minimum of work to put back into production.

The following Alberta investment opportunities are seeking \$1 million or more:

210

Pipeline Investment

As the largest oil pipeliner in Alberta, moving about 25 percent of all oil produced in the province, the company has identified opportunities for interested parties to buy major Alberta and Canadian pipeline systems. The operations do not represent extremely high earnings, but cash flow is good and the investment is very low risk. The company has considerable expertise and is seeking venture partners prepared to invest between \$200 and \$400 million.

NEW

820

Four Seasons Resort Development

This recreation area, located on a picturesque lake 250 kilometres north of Edmonton, was incorporated in 1979, and has developed and improved its facilities over a number of years. The area presently includes: a campground, cabins, boat rentals, store, cottage and recreational vehicle (R.V.) site leases and utility systems. To date \$1.2 million has been invested on upgrading. Plans are ready for a 190 unit R.V. land condominium and a 125 lot cottage development site, as well as re-developing the existing cabin/partial service campsite to a full service R.V. area and a 16 unit upscale chalet to be centred lakeside. Equity capital of \$1.4 million is being sought to capitalize on this joint venture.

220

Natural Resource Exploration

This Canadian natural resource development corporation is the fifth largest publicly traded oil & gas firm in the country. It has an active and successful exploration program. The company has farm in opportunities ranging from \$1 million up to \$15 or \$20 million per year for which investors are being sought.

230

Specialized Real Estate Development

This government-supported Edmonton technology development group seeks a partner with investment capital to participate in the construction of commercial/industrial multi-tenant buildings for occupancy by growing advanced technology companies. Approximately \$3 to \$5 million is required for the first phase of devel-

530

Simulation Software

This Calgary software company has invested \$5.275 million into the development of TimeWarp technology since 1988. TimeWarp is a Unix based software executive that accelerates the execution of simulations on distributed and parallel computers. The company has recently negotiated a contract to develop a suite of simulation products that are aimed at telecommunication planners, engineers

and network managers. Major customers include: A.G.T. Corporation, Bell Northern Research, U.S. Army TRADOC Command, Mitre Corporation, Canadian Defence Department, and the U.S. Navy. The company is seeking \$4 million in equity for further product development, to increase its marketing presence in the U.S., and for additional distribution channels.

620

Manufacturing — Custom Printed Bags

This Lethbridge based company, established in 1982, manufactures polyethylene plastic film. The film is marketed in the form of rolled tubing and sheeting, and various types of plastic bags, both printed and plain, coloured and clear. Markets served consist of industrial, agricultural, commercial, institutional, retail and government. The owner wishes to sell and is seeking \$1.5 million, which includes equipment, inventories and customer lists.

640

High-Tech Additions for Homes

This Edmonton based company, which became active in 1988, proposes to build modular pre-manufactured home additions for consumer, commercial and recreational markets. The construction would involve modular post and beam structures with interchangeable roof, floor and wall systems. The company expects sales of \$22 million within four years. Equity capital of \$1.1 million is required to develop plant facilities.

649

Electro Optics Company

This Calgary based company, founded in 1979, has done electro optics contracting and research and development since this

time. The company has invested \$1 million in the development of a remote sensing instrument which is the most advanced unit of its type in existence. The new product is poised to capture a significant share of a \$60 million market. The company is seeking an investment of up to \$1 million from one or more investors for expansion.

663

Electronic Security

This Calgary based company, incorporated in 1988, markets turnkey security/environmental system packages. These wireless state-of-the-art systems provide 24 hour central monitoring for intrusion, fire, medical alert, and other perils. After two years of market development, the company now seeks \$1.25 million to complete a backlog of orders and initiate its market expansion plan.

675

Sports Racing Car

The revolutionary design for this car was perfected at the Southern Alberta Institute of Technology. The company, formed in Calgary in 1989, has developed a high speed prototype, and is seeking \$1.5 million to begin manufacturing in Alberta. The fast growing North American recreational motorsport market is the initial target niche, although broader markets offer almost unlimited scope for future expansion. The company projects sales of over \$10 million per year in a marketplace where there is, as yet, little competition.

827

Drug Store Chain Expansion

This Calgary drug store chain, has been in operation since 1976, specializing in consumer pharmaceutical and general

NEW

store sales. The individual stores, which vary in size from 3,000 to 44,000 square feet, carry all drug store needs: prescription drugs, over the counter drugs, as well as post office, card shops, toys, and cosmetics, with a variety of seasonal and sundry items. The current annual marketing budget of \$400,000 is primarily concentrated in newspapers and radio ads, household flyers and in-store promotions. Television advertising is anticipated for the upcoming year. Present returns on equity carry from 20 to 35 percent annually. The company is seeking new equity of \$1 million to allow for further expansion.

coupler and the company will go into production in 1992. Major Canadian chain stores have agreed to carry the product. The ice fishing equipment is only the first of several new products to use this new patented coupler. Equity of \$1 million and preferably a participating investor is required to meet current goals.

702

Flat-Proof Bicycle Tires

This Calgary company started operations in 1989 to manufacture and market a bicycle tire which is totally puncture-proof, can never lose air, has no valve stem, requires no maintenance and provides a soft, air-cushioned ride. The company is interested in sourcing \$1 million of investment capital to expand its operation and take the project to the next level. The company is interested in investors, a joint venture and/or technology transfer with a licensing agreement from parties capable of manufacturing the product.

NEW
828

Dry Pipe Sprinkler System

This company, located 130 miles north-east of Edmonton, was incorporated in 1988 to design and manufacture an air pressurized dry pipe sprinkler system for residential and small to medium commercial and industrial buildings. The system, patented in Canada and the United States, is in the final stage of regulatory approval. It does not have the problems of freezing or possible main water source contamination and by current estimates the cost will be less than one-half that of wet systems. An equity investment of \$1.5 million is required to start manufacturing and marketing of the system. Investors with marketing and/or general management experience are of particular interest to the company.

678

Fingerprinted "Smart Cards"

This Edmonton company, incorporated in 1988, is in the final development and testing stage of an integrated personal identity system. The "Smart Cards" involve microchips for credit cards, passports, travel visas, health care systems, and other forms of documentation where fraud may be suspected. Fingerprint digitalization techniques are united with "Smart Cards" for user identification purposes. Presently \$550,000 of equity and \$261,000 in grants, tax credits and zero percent loans have been invested in the project. Additional equity of \$1.25 million is required over the next two years to complete the development and market the current system.

680

New Mechanical Coupler

This Edmonton company, established in 1988, has designed and patented a mechanical coupler which has the ability to rotate, fold and lock moving parts. Two lines of "state of the art" ice fishing equipment have been designed around this

724 **Pharmaceutical Products**

Based in Calgary, this company commenced operations in 1987, and is devoted to the development of novel pharmaceutical products and their commercial exploitation by means of licensing out to established, full scale, pharmaceutical companies worldwide. This company seeks interested parties capable of financing the clinical trials of three products. These products are treatments for acne and cold sores, genital herpes, and psoriasis. Equity capital of \$2 million is being sought.

725 **High Volume/G-Force Centrifuge**

This Calgary company, incorporated in 1985, manufactures and rents high-volume, high-G-force centrifuges for use on drilling rigs. Government environmental regulations now discourage the use of sumps and recommend centrifuges be used to clean and recondition fluids at the well sites. These new guidelines have created an immediate demand for centrifuge equipment. However, a shortage of working capital has prevented the company from capitalizing on these new markets. Equity of \$1 million is required by the company to enable it to produce 20 percent of the total market needs. An investor would receive 5,000 shares for each \$100,000 of investment.

727 **Apparel/Trading Company**

This Calgary based operation, founded in 1983, is a prominent apparel company, holding various licenses for the major sports leagues. The company seeks to complete a vertical operational expansion of the business into the U.S. and Asia. Equity capital of \$5 million is being

sought, preferably from a strategic partner.

NEW
831

Compressed Natural Gas Cylinders

This manufacturing company, incorporated in 1992, is planning to locate to an area south of Calgary. The company has developed a high-tech compressed natural gas (CNG) cylinder, of superior design, strength and of lighter weight than any competitive units, for use in the automotive industry. Existing equipment has been redesigned by the company's principals to manufacture these state of the art CNG cylinders. Between \$1.5 and \$2 million (depending on whether an existing facility can be located or if new premises have to be built) equity is required for purchase of assets, inventory and operating capital.

728 **Transport Administration**

Incorporated in 1984, this Edmonton based company will introduce a transport administration development that, with the introduction of a user friendly computer to the cab of a truck, including an improved cost effective management program, will generate substantial freight savings. At the same time, the product will improve the degree of quality and service that shippers currently enjoy, without adversely affecting the trucker's abilities and net revenues. The project requires \$5 million to complete this venture.

732 **Oilfield Wireline and Well Testing Service Company**

This Edmonton area, publicly traded company, was incorporated in 1986, and is involved in wireline services covering the Canadian market. The wireline division is the largest in Canada, while the well test-

ing division ranks in the top three or four in the country. Current sales are in the \$7.5 million range and the company is operating in a positive net profit position. With the proper capital injection for working capital and expansion, sales are projected to be \$16.5 million by 1993. Equity of \$1.5 million is being sought and convertible shares are being offered.

737**Banff/Canmore Resort Development**

This Calgary company, incorporated in 1989, is in the process of developing 2,600 acres in the Banff/Canmore corridor. The development will include international hotels, world class golf courses and residential subdivisions. Initial planning studies have been completed. Investors are being sought to participate in all phases of this \$117 million project.

NEW**836****Medical Latex Gloves Manufacturer**

This Calgary based manufacturer of medical and dental examination gloves was incorporated in 1989. Its primary products are: ambidextrous single use examination gloves, anatomically correct single use master fit gloves, and single use, sterile latex surgical and procedural gloves. At present, the company is producing 5 million gloves per month, but is unable to meet the market demand for its products. Plant capacity is 8 million gloves per month. A total of \$3.5 million has been invested to date. The company now seeks new equity of \$1.25 million to reduce its debt and to provide increased working capital.

743**Endarterectomy Catheter**

This Edmonton company has been in business since 1990. The principals have

developed a new endarterectomy catheter to be used to remove atherosclerotic vascular obstructions. The company requires two years to complete its experimental evaluation and the clinical trials of its product. Sales are projected to be in the \$10 million range by the fourth year. Equity of \$1.5 million is being sought to complete the trials and development of the product. Provincial/Federal government grants, tax credits and zero interest loans are available for this project.

752**Contaminated Soil Recycling**

This Calgary company, incorporated in 1990, has acquired technology which has demonstrated it can thermally remove and destroy hydrocarbons in contaminated soil. The company markets its services in both Canada and the U. S. and is on the invited bid list of several major oil companies. Some permitting is already in place in several Canadian provinces and preliminary applications have been made in the U.S. Equity capital of \$1 million is being sought to complete the acquisition of the equipment required as well as to enhance present promotional activities.

NEW**838****Oil and Gas Development**

This Calgary based oil and gas exploration, development and production company commenced operations in 1987. Its acquisition efforts have been directed at quality gas and oil reserves in areas of Alberta and British Columbia which hold potential for the creation of added value through further development and from improved marketing arrangements of existing reserves. Existing oil and gas assets were purchased for \$13.5 million and have been evaluated by reputable independent consultants to have a value exceeding \$20 million (20 percent

discounted cash flow on proven properties). The company is seeking \$5 million in new equity and will entertain minimum investments of \$135,000. Significant investors could be included on the Board of Directors.

756 **Land Development**

This Grande Prairie company (430 miles northwest of Edmonton), has 340 acres of prime residential land with development approvals in place. The project surrounds a spring fed lake and a total of 1,050 lots were developed over a ten year period. Architectural design and engineering initiatives are currently underway and 53 lots were on stream in 1991. The principal has a \$1.8 million equity position in the project and is offering a 50 percent ownership position for an equity investment of \$2 million. The payback period for the project is 3.5 years.



839

Manufacturer — Wood Products

After two years of research and \$150,000 spent on product and market development, this northwestern Alberta based company was incorporated in 1991 to take advantage of the growing need for specialty and value added wood products in the California marketplace. Initial contact with potential customers has been very positive and there are extremely good possibilities of entering into long term contracts. In order to construct a sawmill, drying kiln and manufacturing plant to take part in the growing forest industry in Alberta, equity of \$1.9 million is required.

758 **Premiere Golf Course/ Lodge**

This company, incorporated in 1989, has land and development plans in place to construct a premiere eighteen hole golf course near Wetaskiwin, thirty miles south of Edmonton. The championship rated course is to be located amongst mature trees and will crisscross two creeks providing an exceptional course design. Revenues of \$4.4 million and pre-tax profits of \$1.7 million are projected within three years of operation. An equity investment of \$3.8 million is required to complete the development of the course and facilities.

768 **Feature Film Movie**

This new Calgary based film production company wishes to produce a series of feature films and eventually establish a brick and mortar film industry. The principals, who have fifteen years of combined experience, have won critical acclaim and several awards and nominations for production and cinematography. The producer has worked in feature films such as, Hand in Hand, Heaven and Earth, Betrayed, Rad and Superman III. The associate producer has ten years experience

764 **Precious Gem Production**

This Calgary company commenced operations in 1991, and proposes to mine, manufacture and market ammonite gem-

shooting feature films, commercials, music videos, documentaries, dramatic shorts and promotional films. Their first major motion picture is already well advanced and will take \$7 million to produce and \$7 million to distribute. Minimum equity investments of \$150,000 will be considered.

NEW
841

Rail Road Car Refurbishing

This Calgary based company was incorporated in 1991, and provides railcar refurbishing services for large transportation companies such as ACF, BF Goodrich, Dow, Home Oil, and NW Oklahoma. It provides services for the re-building, repair coating, and lining of freight cars. The company has already achieved profitability in its short history operating in Western Canada and now wishes to: expand its company awareness in the U.S. and Canada, establish its reputation as the "First Canadian Ship" able to compete with United States based repair facilities, establish its reputation as a quality customer service oriented shop, and develop a loyal long-term customer base. The company is seeking investment capital of \$1 million to become more competitive by reducing debt and to purchase a wheel lathe to increase revenues by an additional \$750,000 per year.

769

Remote Computerized Monitoring

This Calgary company, established in 1980, designs and manufactures "Supervisory Control and Data Acquisition" systems. SCADA permits users to monitor and control remote facilities from one or several control centres and is used primarily by: government utilities; rail transit, pollution control/environment; oil and gas production, pipeline and processing companies; and process and discrete control industries. The market potential is estimated to be \$1 to \$5 billion annually and to date, sales exceed \$17 million. Equity of \$4 million is being sought to strengthen the marketing position in the international marketplace and either a passive investor or one who wishes to participate in a marketing for finance capacity is welcome.

780

Reversible/Variable Pitch Fan

This Edmonton company, incorporated in 1988, has the proprietary rights to a reversible/variable pitch fan and the technology used in its manufacture. The company will produce and market a full line of fan products to service the heavy equipment market. Patents are pending in Canada, the U.S., Japan, Europe and Brazil. Now equipment operators can manually slow or reverse air flow and clean clogged radiators without stopping or shutting down the equipment. The system can also be set automatically to do all the functions. Equity of \$1.5 million is required for continuing development, inventory and working capital. Licensing

779

Golf Course and Country Club

This Edmonton golf partnership, established in 1989, is developing a semi-private 18 hole golf course within the city boundaries. The first nine holes, practice range and irrigation pond have been contoured with tees and greens roughed in. All permits, engineering and course design are in place. The appraised value when completed is estimated to range from \$3.25 to \$3.5 million. Equity of \$1 million is required, preferably five inves-

agreements for manufacturing will also be considered for Asia, Europe and South America.

781

Telecommunicator/Data Organizer

This Edmonton company, incorporated in 1989, has developed a multi-function, pocket-size personal telecommunicator/data organizer that is the first of its kind. It will also be used as a telecommunication device for the deaf (TDD). The company has successfully combined advanced technologies from telex, facsimile, TDD and pocket organizer disciplines into a hand held, personal communicator with multi functions. An equity investment of \$1.4 million is required for manufacturing, inventory, administration and marketing. The company would welcome an active or passive investor.

786

Integration Software

This Edmonton company, incorporated in 1990, is on the leading edge in developing three complementary software systems: a relational database management functional and performance test system, an information engineering system (integration tool) to build a uniform company wide data base from descriptions of existing databases and files, and an integration technology to enable corporations to access and integrate data from multiple data sources through a single user interface. All three products are universal, platform and application independent. The first two are fully developed and tested and the third is in the final stages of development. The company plans are based on global market potentials and requires equity of \$2.5 million to complete the integration technology and fund the distribution and support of the three products.

NEW
850

Drill Bit Manufacturer

This company, formed in 1992 and based in central Alberta, is planning to manufacture a limited line of down hole drill bits consisting of 4 1/2" and 4 3/4" sizes. The bits are primarily for use by the oil, mining, water and construction industries. Currently, there are no Canadian manufacturers and the major U.S. firms are not focusing on these smaller sizes. Based on the current demand for standard drill bits, the company is looking for an investment of \$2.8 million to begin manufacturing of these quality drill bits.

791

Waste Management Turnkey Systems

This company, based in Calgary since 1985, with offices in Texas and Malaysia, has developed a decentralized treatment application for small and medium water/sewage flow systems. It can provide a turnkey package designing, constructing, installing and operating water treatment plants for both domestic sewage and industrial wastewater systems. The management has vast experience in this field and the debt free company already has achieved over \$1 million per year in sales. Equity of \$1.25 million is being sought to fund further expansion and minimum investments of \$250,000 will be accepted.

795

Dangerous Goods Storage Lockers

This Calgary company has been designing and manufacturing containers, for the prevention of groundwater and soil contamination, since 1988. The environmental products division designs safe storage containers to replace old underground storage systems. The storage technologies division produces precision tempera-

ture control storage systems for bio-medical waste, as well as secondary containment storage lockers to provide environmental protection against contamination due to spills and leaks. Over \$1 million in equity has been injected by the present management. Additional equity of \$5 million is required to finalize a strategic acquisition in the U.S., establish a U.S. dealer and expand the Canadian network. Minimum investments of \$500,000 and possible active involvement will be considered.

799

Custom Electronics Manufacturer

This Edmonton firm, incorporated in 1980, is in the business of research, development, design and manufacturing of custom computer and electronic equipment for the region. The principal owner wants to expand province wide and become a full service electronics dealer. The company is looking for an equity investment of \$1.2 million to modernize its manufacturing facilities and to expand its current product and service lines.

NEW
856

Specialized Oil Geological Services

This Calgary based joint venture company was formed in 1991, to provide highly specialized geological services to primarily Alberta-based oil and gas enhanced productivity efforts currently underway in the Confederation of Independent States (formerly the USSR). In addition to providing valuable geological information, the company will also initiate a revolutionary process of training Russian technicians in Western methods to provide our companies with on-site exploration expertise. The principals have a well developed client list already established from supplying this information to

other oil companies previously on a contract basis. The company is seeking \$1 million, to purchase specialized computer equipment and to provide working capital for the joint venture.

802

Recycled Waste Plastic Products

This Edmonton company has been manufacturing and distributing a wide variety of recycled plastic products since December, 1990. All types of waste plastic are used in the process. The company intends to expand marketing Canada wide. Plans for constructing and/or modifying, improved, high output extrusion machines are ready. The company requires added equity of \$1 million to expand marketing and add equipment to increase production at the present facility in order to supply the Canadian market.

805

Oil and Gas Joint Venture Operator

This Calgary company was incorporated in 1976, and has since become an experienced cash flow oriented oil and gas operator with a significant production base. It operates similar to a mutual fund, providing attractive rates of return to joint venture partners and offering them a direct working interest in each well drilled. Each investor is able to control his cash flow independently and the joint venture structure offers investors substantial tax advantages that many other investment vehicles cannot. Returns over the past four years have been between 25 and 30 percent and first year tax write-offs have averaged 59 percent. Investments of \$100,000 to \$11 million will be considered.

815

Carbothermic Reduction and Vacuum Decarburizing System

Originally started in 1976, this resource manufacturing company has developed and patented a unique process to allow for the manufacturing of a low cost, high quality product that has a wide range of applications within the: metallurgical, refractory, chemical, and primary steel industries. A full federal environmental review rated the impact of this advanced technology as "acceptably low." By securing \$500 million in purchase contracts in the next ten years, this world leader in furnace design will be drawing on its extensive experience of similar projects to set up a highly modern and productive smelter in southern Alberta. Equity of \$10 million is required to complete the project financing and begin plant construction and product development.

NEW
860

Component Sports Roof Rack

This Calgary company, formed in 1991, is involved in the marketing of a new line of innovative roof top carriers. The roof racks are of an award winning design, will custom fit to all models of cars and are manufactured with both removable and permanent mounts. The products are already accepted as Original Equipment Manufacturer (OEM) by several Canadian auto companies. The company now wishes to pursue the lucrative American markets as well as the after market for all of North America. Equity of \$2 million is being sought to acquire the manufacturing rights and equipment. A minimum of \$250,000 would be considered to commence with the after market distribution.

817

International Communications Network

This Edmonton based operator is in the development stage of an online information retrieval system for business communications between North America and the Ukraine. In order to facilitate such transactions as investment, development and joint ventures between companies in Canada and the U.S. with companies in the Ukraine, the principal plans to provide online information systems available to a wide variety of parties. The system will include information on legal statutes, government regulations, financial services and trade data available in the three countries. An equity investment of \$1.5 million is required to purchase the appropriate hardware and to provide an operating line for future development.

818

Value Added Wood Products

This manufacturing business, incorporated in 1989, is locating to the northeastern area of Alberta. Using German technology and highly skilled personnel from an existing forestry operation, the company plans to begin production of value added products, such as high-grade laminated window frames to meet the growing demand in Europe and Japan. Located to take advantage of high quality Alberta spruce, management foresees a quick start up and early profitability. Equity of \$1 million and an operating line of credit of \$500,000 is required to complete financing of this project. Management is interested in investors who expect not only rapid development of the project but who also have distribution networks to facilitate quicker circulation of the products.

NEW
862

Environmental Reclamation Products

This central Alberta company, with headquarters in Calgary, established in 1986, currently provides calcium based products to the petroleum and agricultural industries. Agriculture products include animal feed, fertilizers, powdered lime for poultry farmers, and powdered gypsum for mushroom growers. Drilling mud, soil reclamation products, and asphalt filler are produced for industrial clients. The Western Canadian offices of a joint venture partner will be used to expand sales of \$1.3 million in 1990 to \$2.3 million in 1993 by expanding its market area and adding new reclamation products such as soil conditioners, fertilizers, and calcium blended products for salt spills, and hydrocarbon contaminated soil wash solutions. Equity of \$1 million is required to purchase the existing plant and for new product development.

The following Alberta investment opportunities are seeking less than \$1 million:

667

Aircraft — Military and Cargo Shipping

Incorporated in 1985, and based in Calgary, this company has been engaged in the development of a unique aircraft based on NASA lifting body technology. The vehicle, which incorporates innovative technology, will find a wide variety of applications in cargo shipping. A leading Fortune 500 company is a participant along with several government agencies. A minimum of \$400,000 equity capital is required to complete financing of a \$1 million prototype to be built during the next year.

682

Thermoplastic Technology

This Calgary company, established in 1987, is a leader in the application of thermoplastic protective coatings for the protection of fixed field structures. The application, known as "flamecoating," forces a variety of finely powdered thermoplastics through a flame and onto various surfaces protecting them against corrosion, abrasion and chemical resistance. A joint research venture with the Alberta Research Council costing \$830,000 has just been completed, proving out the efficiency of the product and its process. Equity capital of \$300,000 to \$500,000 is required for working capital and market development.

697

Battery Recharging System

This company, located near Calgary was established in 1986, and has developed a new technology designed to maintain, analyze and recondition up to 260 different types of batteries simultaneously. The system can: erase memory build-up in NiCad batteries, employ a pulse changing technology designed to safeguard the battery, and recharge any type of rechargeable batteries. It comes in modular units which are readily expandable from four to 260 pockets. Product testing was completed January 1, 1991, and prototypes have been developed. Customers to date include, Boeing (Westinghouse/Hanford), the State of California Transportation Department, Jacksonville, Florida Sheriffs Department,

National Power in Chicago and France, Canadian Mountain Holidays and Moco Canada. Equity of \$500,000 is required for expansion.

NEW
826

Animated Motion Neon Signs

This Calgary company, incorporated in 1989, was created to develop, manufacture, and to market electronic neon transformers and electronic fluorescent ballasts utilizing proprietary technology. Its line of electronic neon transformers offer unparalleled animation or motion function ability to both indoor and outdoor lighted signs, while eliminating the energy waste and fire hazards associated with static neon displays. The North American neon display market is estimated to be worth \$100 million and growing at five percent per annum. The company is seeking \$800,000 equity to finance its market expansion and ongoing development needs. Minimum investments of \$100,000 will be considered for investors who can also contribute marketing or production skills.

719

Portable Golf Driving Range

This Edmonton based company, incorporated in 1988, has been manufacturing "Portable Electronic Golf Simulators" since 1987. The patented simulator utilizes a captive ball that when hit pivots down onto a sensor and pops back up ready for the next swing. An electronic display indicates distance and direction of ball travel. The simulators are fully portable. 30 commercial coin operated units have been sold and a compact plastic consumer model has been developed for home use. Mold fabrication and marketing is underway with the U.S., Japan and Korea. Equity of \$500,000 is required to complete fabrication and marketing.

721

Educational Toy Manufacturer

This company, incorporated in 1988, has been producing high quality educational toys in the Edmonton area since 1983. Last year it sold 60,000 toys and 73 percent of those sales were in the U.S. The company also uses its excess automated powder coat painting capacity to generate an additional \$10,000 to \$15,000 in revenues per month. Current sales are \$1.5 million which the company projects can be increased to \$3.3 million by entering the European market. Equity of \$250,000 is required to develop these markets.

713

Portable Wheelchair Lift

This Edmonton based company, incorporated in 1991, commenced operations in 1988 to manufacture and distribute a portable wheelchair lift. The electrically powered lift, which weighs only 40 pounds, can support up to 500 pounds, raise to a maximum of one foot above ground position, rotate 360 degrees and tilt up to 45 degrees. The "Lift" works equally well in the home or workplace, has two small wheels for easy maneuverability and storage. The company requires equity of \$500,000 for manufacturing and marketing.

NEW
830

Plastic Container Manufacturer

This Edmonton based company, incorporated in 1975, is a fully integrated plastics manufacturer that offers a wide range of plastic containers. Through innovative designs, effective cost management and



**VOLUME 2
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I N V E S T M E N T

N E W S

Alberta

ECONOMIC DEVELOPMENT
AND TRADE
Investment

Investment News

Alberta Economic Development and Trade strives to bring new investment opportunities to the province and to enhance the viability and competitiveness of local businesses. Recently, many companies have been attracted to the province, others have announced new ventures and market developments and still others have received awards for innovative technology and business excellence. The following are some of those notable successes.

Canadian Cold Buster Bars

The Canadian Cold Buster energy bar is on its way to becoming an international success story with the signing of an agreement to produce it in China. And it may soon be appearing on store shelves in other countries, with Japan, Australia, the United Kingdom and the Scandinavian countries expressing interest in the hypothermia-fighting bar, according to University of Alberta Professor Larry Wang, the bar's inventor.

Under a joint agreement signed in January 1992, the bar will be produced at a Beijing factory being built by the Chinese Government. The 1,860 square-metre factory will be built on 2.8 hectares of tax free land outside Beijing. Control of the technology — that is, the bar formula — will remain with Mr. Wang and the University of Alberta. The ingredients will be premixed in Alberta and shipped to China for final production.

"Few Chinese would have been able to afford the bar if it were made here and shipped to China," said Wang. In Canada, the bar sells for between \$1.50 and \$2.00. "They view this as incredible Canadian technology and a contribution

to human welfare." The bars made in China will only be sold in that country.

Atco Ltd.

On March 13, 1992, Calgary-based Atco Ltd., closed a deal for financing a \$1.5 billion electricity project in London. The Calgary conglomerate announced that a mid-1992 date has been set for its British affiliate, Thames Power Ltd., to start three years of construction of the natural gas-fired Barking Power Project.

Atco unveiled the schedule after closing a deal for financing the project with a nine-member consortium that includes banks from Canada, England, Japan, France and Switzerland.

The Calgary empire in electricity, natural gas distribution, oil and gas production and portable housing, described the Barking Power Project as its "first sustainable entry into the United Kingdom and European Community markets." Atco said the development "positions the group to capitalize as other European opportunities arise."

Construction supervision, plant operation, employee recruitment and staff training for the Barking development

will be done by Atco's Edmonton-based power and gas distribution subsidiary, Canadian Utilities Ltd.

Atco Ltd. is one of Canada's largest corporations with more than 5,500 employees and assets of over \$3 billion.

Pelorus Navigation Systems Inc.

Pelorus Navigation Systems Inc. of Calgary has been awarded a contract by the Government of Canada for \$2,642,840 to supply a quantity of 10 Distance Measuring Equipment (DME) systems and related services to Transport Canada.

One of the most advanced designs on the market, the Pelorus DME offers 'fail soft' circuitry and Remote Monitoring and Maintenance (RMMS) capability for extended reliability and life cycle economics. Pelorus has a complete product line of DME for both enroute and terminal navigation. Currently, the company is developing a precision DME (DME/P) for use in conjunction with Microwave Landing Systems (MLS) to facilitate instrument landings in all weather conditions. Pelorus has supplied over 100 of its systems to airports in North America, South East Asia, Europe and Australia.

This marks Pelorus' second contract to supply Transport Canada within a year. In May, 1991, Pelorus received a \$1.6 million order to develop and manufacture modules for an Integrated Communications Control Systems Simulator to train Air Traffic Controllers.

Pelorus develops, manufactures and maintains navigational and meteorological systems for airports, and is a

public company listed on the Alberta Stock Exchange.

Japex Oil Sands Ltd.

Japex Oil Sands Ltd. of Calgary will invest \$6.5 million over several years in an Alberta Government oil sands test facility near Fort McMurray, Alberta, under the terms of the Participation Agreement announced in March, 1992. The Participation Agreement, signed between Japex and the Alberta Oil Sands Technology and Research Authority (AOSTRA), brings Japex into a partnership with AOSTRA, seven other industry participants and the Government of Canada in the operation of AOSTRA's Underground Test Facility (UTF). Japex will take an active role in the management of the project.

The UTF examines and tests new methods for bitumen recovery from Alberta's oil sands. It was developed by AOSTRA at a cost of \$50 million for site development and facility reconstruction over four years. Japex and its affiliated companies in Alberta have access to approximately 10 billion barrels of bitumen oil that can potentially be recovered using the Steam Assisted Gravity Drainage process now being tested at the UTF site. The other partners in the UTF facility are the Government of Canada, Amoco Canada, Chevron Canada, Conoco Canada, Esso Resources, Mobil Oil Canada, Petro-Canada, and Shell Canada.

Japex Oil Sands Ltd. is a wholly owned subsidiary of Japan Petroleum Exploration Co. Ltd., a company whose investors include the Japanese Government and major Japanese corporations.

Iroquois Gas Transmission System

With the commencement of deliveries to Long Island, New York, on January 25, 1992, the partners and suppliers of the Iroquois Gas Transmission System marked the completion of a project that gives Western Canadian natural gas access to a large, new incremental market in the U.S. northeast.

By November of 1992, Iroquois will deliver 575 million cubic feet of natural gas per day from four major Alberta suppliers to more than 6.5 million people in the northeastern United States. In return, more than \$750 million a year will flow back into Alberta's energy sector and provincial treasury through producer revenues and royalties.

The Iroquois project prompted the largest expansion ever undertaken of TransCanada's mainline system. When the expansion is complete, more than \$2.4 billion will be spent in Canada and another \$500 million on the Iroquois System, creating jobs and economic growth in five Canadian provinces and two U.S. states.

The introduction of a new supply of Canadian natural gas into the U.S. northeast also marks a milestone in environmental protection — 75,000 tons of sulphur emissions which were entering the atmosphere every year through the burning of oil and coal will be eliminated. It will also eliminate the need to import 30 million barrels of oil every year.

Numac Oil & Gas Ltd.

On March 31, 1992, Numac Oil & Gas Ltd. of Edmonton confirmed the sale by Consolidated Enfield Corporation of its 41 per cent of Numac to a consortium of overseas investors led by Dr. Yu-tung Cheng for \$70 million cash. Enfield's interest in Numac consists of 10,789,900 common shares and convertible debentures with a face value of \$15 million. The sale was the first allowed under the Canadian government's relaxed policy towards foreign investment in Canadian-controlled oil and gas companies.

Dr. Yu-tung Cheng is Chairman and the controlling shareholder of New World Development Co. Ltd., one of the largest publicly traded companies in Hong Kong with a diversified portfolio located throughout Asia and North America. Dr. Cheng has stated that the acquisition represents a major long term investment in oil and gas industry representing "a vote of confidence in Canada."

Numac Oil & Gas Ltd., based in Edmonton, is actively engaged in crude oil and natural gas exploration and production in the western Canadian sedimentary basin. It has an annual revenue of \$43,528,000 from its production and sales.

quality control, the firm has been able to grow with the ever changing plastics industry. Now, faced with unprecedented expansion opportunities, the company requires an equity investment of \$500,000, for marketing and manufacturing equipment upgrades, to take advantage of this extraordinary opportunity. Up to 50 percent of the outstanding shares are being offered for this investment, and an active participant is desired.

760

Lake Louise Tourism Attraction

A partnership of local business people propose to restore the Lake Louise railway station, a designated historical site and to promote the facility as a national/international tourism attraction. The station would be restored to its original appearance and a restaurant, dining room, gift shop, passenger service facility and interpretive station garden would be developed. Leases, rents and development agreements with the Canadian Pacific Railway are considered to be extremely favourable in Banff National Park where development is highly restricted. A marketing plan, targeted at specialty rail tours is in place and \$805,000 is required for renovations, a staff residence and working capital.

772

Nutritious Snack Foods

This agri-food processing company, located near Medicine Hat, 200 miles southeast of Calgary, has been producing wheat, oats, sunflowers, peas, beans and lentils into snack foods and salad toppings since its incorporation in 1989. The Salad Gold line has been successfully launched in Canada Safeway across Western Canada. A new product called Wheat Crunch has been extensively test marketed and results, as well as prelimi-

nary sales, show a strong demand for this nutritious lunch box snack. A.C. Nielsen estimates the market in British Columbia and Alberta alone to be \$25.2 million annually. Equity financing of \$175,000 is being sought to launch the new Wheat Crunch line and to continue to develop new products.

774

Multi-Purpose Display Stands

This Edmonton based manufacturer, started in 1988, produces a wide range of stands to hold items ranging from photographs, pictures, books, magazines, collector plates and signage/graphics up to 48 inches tall. Several large contracts are in place or pending for the products which are patented in Canada and the United States. The company has obtained, in its formative years, extraordinary success and acceptance of its product in the North American marketplace. The company is seeking an investment of \$150,000 for marketing to retailers and other distribution channels, inventory and fixed assets.

NEW
832

Identification System

Due to the ever increasing lists of missing children, this Edmonton company, incorporated in 1991, is launching a new innovative and ingenious identification program, in Canada and the United States. This service will use the latest in electronic data processing technology, to assist authorities in the location of these children and other special interest groups, such as the elderly. An initial investment of \$200,000 is required to begin marketing this service. A joint venture with companies or individuals, is of particular interest to management.

788 **Dental Office Management Systems**

This Calgary based computer software company, with specialized expertise in dental office management software and multi-user computer hardware/software integration and networking, has been in operation since 1980. The dental office management software is the most state-of-the-art technology available for dentists and the company is the sole supplier of Texas Instrument products in Western Canada. Higher than normal profit margins on sales are realized as comparable alternate sources for its products are minimal. The company is seeking \$300,000 of new equity to provide working capital to expand its established markets.

798 **Compartmentalized Recycling/Waste Container**

Incorporated in 1990, this Edmonton based company will manufacture and distribute a one step compartmentalized container, constructed of recycled plastics and used for recyclable and non-recyclable waste. Research indicates that 90 percent of the population respond when given the opportunity to recycle. The advantage of this product is that it coincides with the development and implementation of recycling. Total equity funding of \$400,000, of which a portion has been secured, is required for full scale production and marketing in the North American market.

804 **Truck and Auto Accessory Manufacturer**

Incorporated in 1983, this Edmonton company designs and constructs molds and manufactures fibreglass reinforced polyester (FRP) truck and auto accessory

products, including running boards, tonneau covers and "ground effects." All its products are patented and marketed throughout Canada and the U.S. To continue its leadership in the field of after market accessories the company intends to slowly expand available accessories for the auto market. To carry out expansion and continued implementation of new, stronger and better products, equity of \$300,000 is required.

NEW
837

Soil Decontamination Service

This Edmonton company, incorporated in 1991, has secured the Canadian rights to an innovative, fully portable, self-contained soil decontamination unit. The process of removing hydrocarbons and replacing the soil to its original condition, has been successfully marketed by the U.S. manufacturer. With this proven technology, the company expects to become the leader for soil decontamination services in Canada. An equity investment of \$300,000 is required to complete the marketing plans. Investors who have extensive petroleum marketing experience, are of particular interest to management.

807 Cold Mix Asphalt Manufacturer

This Edmonton company, incorporated in 1988, is in the start up phase to produce a unique cold mix asphalt. By using solid waste materials, such as concrete and asphalt shingles, the company offers a very low cost product to a market that is worth over \$52 million in Alberta alone. With patents pending in Canada and the U.S., the company continues to research ways to make the product more versatile for the North American market. To begin the operation of this unique process, an equity investment of \$300,000 is required

to set up manufacturing facilities and commence production.

816 **Home Warranty Service**

Incorporated in 1990, this Edmonton based company provides a warranty insurance service for the new and re-sale home market in Western Canada and Ontario, which covers 86 percent of home sales in Canada. The policy benefits the buyer, the seller and the realtor and covers all household systems and appliances included in the sale. The program offered by this company is the only one of its type approved by both Consumer and Corporate Affairs and the Insurance Councils of Ontario and each of the four western provinces. Equity of \$300,000 is required to increase marketing and promotion and for working capital.

819 **Remote Miniature Reconnaissance Vehicles**

This Calgary company, incorporated in 1989, specializes in the development and manufacturing of remote piloted vehicles for use by: police, armed forces, the film industry, customs, and industrial applications. The primary products are a miniature tracked vehicle, a remote controlled helicopter and airplane, each video-camera ready and having applications in surveillance, contraband inspection, air quality monitoring as well as hazardous situation reconnaissance. The initial selling range of the products is between \$9,000 and \$10,000 and an order from the R.C.M.P. is already in hand. Equity of \$225,000 is being sought to manufacture an inventory of the products and common shares are being offered.

822

Bottled Natural Spring Water

This company, incorporated in 1988 and located in west-central Alberta, produces a natural spring water which is calorie-free and low in sodium. The source of the water is an underground spring set in the forest zone bordering the Rocky Mountains. The company's production facility is at the water source. The firm currently supplies Canada Dry Bottling in Alberta and McCain Foods for the Japanese market. The company is seeking a hands-on equity partner to enhance sales in the retail sector and manage the southern Alberta market. An investment of \$500,000 is required to expand the production plant, develop new markets, retire debt and increase working capital.



840

Reforestation Nursery

This northwestern Alberta based company was incorporated in March of 1991, to capitalize on the increasing demand for tree seedlings by the Alberta forest industry. The company will also produce horticultural products and Christmas trees. Ideally situated in close proximity to its primary customers, requests have already been received by the company for its products. Recent projections indicate that the market for seedlings in Alberta will more than double to over \$15.5 million by 1995. In order to take advantage of this unique opportunity to participate in the expanding Alberta forest industry, an equity investment of \$864,000 is required for site construction and product distribution.

47

Computerized Road Travel Information

This Calgary based company, incorporated in 1985, has a computer database which contains approximately 272,000 information records covering most highways in North and Central America, Europe and the Middle East. Within seconds, travellers can obtain detailed printouts showing a variety of information from the type of highway chosen to hotels and other attractions with distances and times between each point in both miles and kilometres. The company is seeking an investment of \$238,000 for expansion purposes, preferably on a partnership basis.



843

Food Display Case Manufacturer

This Calgary based manufacturer, started operations in 1986 and incorporated in 1988, to supply high quality, retail food display cases. Recent research and development has allowed the company to create a "modular design" product line that offers flexibility and a unique European look, adapted for use in the North American marketplace. Due to the recession and recent rapid growth in sales to such international firms as Safeway Food Stores, the company's cash flow has been hampering efforts to become a major contender in display case manufacturing and sales. An investment of \$500,000 is required for working capital and to assist in expansion, production and marketing.

556

Gas Supply Management

Based in Calgary and incorporated in 1984, this company offers strategic gas supply options for major industrial and utility gas users in North America. The company works with a core of small to medium size exploration companies to provide joint venture exploration opportunities for the gas users. The full range of other options — gas reserve acquisition, prepayment contracts and direct purchases is also provided. Use of natural gas for electricity generation is expanding the market reach for this program and capital of up to \$100,000 is required to fully exploit this opportunity.

587

Computerized Pipeline Inspection

This Edmonton area service company, incorporated in 1985, has developed the technology to inspect pipelines buried to a depth of 75 feet. Services include: buried pipeline assessment, river crossing profiles, pipe location and depth of cover surveys, and, pipeline engineering consulting. Soon the company will also be offering a pig-tracking service as well. Equity of up to \$500,000 is required for working capital to service a pent-up demand.

583

Temporary Staffing Services

This Edmonton based company has been in operation since 1975. It has developed a \$4 million business supplying office clerical staff, industrial staff, contract technicians, and employee learning services to industry and government. The com-

638

Environment Friendly Products

This Edmonton based company, operating since 1989, has the exclusive Canadian rights to a process of manufacturing

100 percent biological, recycled and organic products. Primary uses are as a fertilizer, soil conditioner and compost activator with applications in cosmetics and health foods as well. The product is derived from winery wastes and will be manufactured in the Niagara Peninsula, the Okanagan Valley and possibly in the Yakima region of Washington. The company will either license the rights or manufacture on a joint venture basis and retain distribution and marketing. Equity of \$900,000 is required to set up manufacturing facilities on site with the grape processors.

645

Sports Medicine Equipment Manufacturer

This Calgary company, established in 1984, manufactures and distributes a sports training and rehabilitation device across Canada, the U.S., Australia and other Pacific Rim and European markets. The success of this product has been stimulated by sport medicines opinion leaders worldwide. The company is seeking equity investment of \$300,000 to expand market efforts, increase production and continue development of new products.

NEW
851

Discount Computer Retailer

This Edmonton based company, incorporated in 1990, has developed a retailing system, that will allow the firm to capitalize on the rapidly changing computer industry. By operating in a manner similar to that of a mass merchandiser, the company will offer significant discounts on a wide range of computer products and services that offer value to the small and medium sized business and home based user. Specialized service and a highly trained staff will also be used in order to

set the company apart in the marketplace. An initial investment of \$200,000 is required to commence the retail operations. Funds will be used for store set up and working capital.

651

Oil and Gas Exploration

This Calgary based private oil company, incorporated in 1988, is seeking equity partner(s) to support its drilling program. The company is play-rich and has several excellent drilling opportunities ready. Oil is the current focus, due to the principals' expertise and track record (more than two million barrels found for others). The company is able to diversify to mineral exploration as the opportunity arises. Resource tax benefits and incentives are available to equity investors and a joint venture is possible. \$500,000 equity is being sought.

654

Latex Fire Retardant Products

This company has been operating in Edmonton since 1985. The company has developed two new latex fire retardant coating products for the construction and building products industries. Both products require only one application and already have many of their certifications and code approvals in place. Equity of up to \$250,000 is required to purchase additional equipment and to increase working capital.

665

Window and Door Manufacturer

This window and door manufacturer has been in operation since 1945. Currently the company has a 46,000 square foot factory, office and showroom located on six acres in Magrath, south of Calgary. Company products are readily accepted by the market. The current owner/manag-

ers are seeking a younger, progressive owner/management team. \$700,000 equity is being sought.



852

Food Smoker Manufacturer

This Edmonton based company commenced operations in 1987 and is now in the process of expanding its product line and its markets. Currently three products are offered: an electric food smoker, six types of wood chips, and two cure seasonings. Through superior construction and ease of use, the company has been able to effectively compete against its two main American rivals. In order to take advantage of the Free Trade Agreement and to expand its markets, the company is moving into Eastern Canada and the U.S. with its product lines. Additional products in all three areas are under development. An investment of \$750,000 is required to complete market expansion into Eastern Canada and the U.S. and to introduce the new products.

670

New Self-Locking Fastener

This Calgary company, incorporated in 1990, proposes to establish a plant to manufacture a unique, patented, self-locking, self-tightening fastener. It is forecasted that a strong niche can be attained in this \$2 billion North American market. Equity capital of \$650,000 is required to complete the project.

676

Hydroponic Greenhouse

This Edmonton area company has been operating since 1988. It has been developed to capitalize on the success of a nine year pilot project in hydroponic greenhouse production. The company produces herbicide and pesticide free produce to supply a demand for garden fresh affordable vegetables. The greenhouse will

operate year round. Equity of \$500,000 is being sought to expand the facility.

677

Tourist Resort Development

Situated in Lethbridge, this company was incorporated in 1987 and has 700 acres of prime land located along the Old Man River, which is suited for recreational development and housing. A plan has been developed for construction of an 18-hole golf course complete with practice facilities, club house and other recreational amenities. 700 condominium and housing lots will also be developed. Equity capital of \$840,000 is being sought for completion of project funding.



855

Ultrasonic Golf Club Cleaning Machine

This Calgary based company was incorporated in February, 1990 to design, manufacture, and distribute the "Club Wizard," an ultrasonic golf club cleaning machine. Its proven ultrasonic technology can clean a full set of golf clubs or grips in about two minutes, using an environmentally friendly solution. The cleaning units would be installed at golf courses — free of charge — and a share-structure contract regarding revenues between the supplier and user would be signed. There is no comparable product to the "Club Wizard" on the market today and market access is directly related to available capital. Investment capital of \$250,000 is required to commence production and distribution of the "Club Wizard."

687

Bent Glass Manufacturer

This Calgary based company, was incorporated in 1984 and has been producing bent glass products since 1987. With its technology in place, and an estimated \$6

to \$8 million annual Canadian market (in architectural, automotive, retail display and furniture glazing applications), the company plans to expand its facilities. In order to meet national market demands, it is necessary to attain higher production volumes and increase production lines. A market survey and business plan have been completed, illustrating this high profit venture. Equity capital of \$560,000 is required for this expansion.

monitoring system. The system will enable oil companies to electronically monitor all major aspects of daily field operations. This will lower production costs, prevent potential problems before they arise and at the same time increase technical information on the well. Initial customer response has been very positive and unit sales are imminent once production begins. An initial investment of \$750,000 is required to finalize development and begin production and installation of the system for the first customers.

688 **Precious Metal Mining**

This company with its head office in Calgary and a mine site in Northern Canada, was incorporated in 1987. The company produces 5,000 to 8,000 fine ounces of gold per eight-month annual season. Operations have been profitable for three years, somewhat at the expense of working capital. The company needs expansion funding to increase production and profitability, and to lower unit mining costs through economies of scale. Equity capital of \$500,000 is being sought to improve working capital and facilitate bank financing.

711 **Snowboard Manufacturing**

This Calgary company, established in 1984, produces snowboards using the latest technology adapted from European ski and snowboard manufacturers. It is unique because it is one of the few North American firms capable of producing volumes of snowboards. The company has recently received a loan of \$196,000 from Western Economic Diversification for the development of new molds and has orders for over \$400,000 for the upcoming year. Equity of \$300,000 is required to complete the development and marketing plans.

695 **Franchised Hotel**

This company formed in 1990, intends to develop and operate a 46-unit Best Western Hotel/Motel in Pincher Creek, southwest of Calgary. The proposed location is close to a ski hill and on a major highway intersection. Year-round tourist potential exists as well as strong commercial and industrial potential. Equity capital of up to \$250,000 is being sought.

718 **Portable Waste Compactors**

This Calgary based company, incorporated in 1991, has developed a high-pressure, portable waste compactor, capable of compacting waste to as little as 1/15 of its original volume, with hauling costs being reduced accordingly. The units are suitable for construction, camp or commercial sites and have a unique liquid reservoir to accommodate waste that contains liquids. Recent environmental awareness has greatly broadened the market for these units. Equity capital of

NEW
857

Oilfield Monitoring/Control System

This Edmonton company, incorporated in 1989, is in the final development and testing phase of an innovative oil well

\$250,000 is required for manufacturing and distribution.

726 **Cogeneration Equipment**

This Calgary based company, incorporated in 1990, plans to package, install and maintain energy efficient turnkey cogeneration systems ranging in size from one to 50 megawatts. The company seeks expansion capital to expand geographic market area and enhance manufacturing operations. Debt and equity of \$800,000 is being sought.

NEW

858 **Carbonated Beverage Manufacturer**

This Edmonton based company, incorporated in 1992, is currently introducing a new line of soft drink flavours. The carbonated beverages are licorice flavoured and are set to be test marketed in Western Canada, before expanding to the rest of Canada and then into the U.S. Management feels that the product is unique and that it will be able to create a lucrative niche for itself within the North American soft drink marketplace. An equity investment of \$360,000 is required to launch the marketing campaign and to start full production of the product.

736 **Lubricant Fortifier**

This Edmonton based company, incorporated in 1989, has recently obtained the exclusive worldwide license for the manufacturing and marketing of a high quality lubricant fortifier. The product greatly improves the lubrication protection capability of conventional lubricants in conditions of high pressure, high temperature and contamination operating areas. The company will be concentrating its marketing efforts in the areas of commercial, industrial and governmental markets which are

estimated to be 6.5 billion litres annually. The company is looking for an equity investment of \$400,000 to be used for product certification, marketing and promotion, and further product development.

741 **Mainframe Performance Enhancement Software**

Since 1987 this Edmonton company has been involved in the development of a system software package designed to increase the performance of mainframe computers. The product gives the IBM System 370 users 25 percent faster response time and 25 percent greater throughput. The software package commands a high gross margin and sales are projected to be in the \$5 million range in three years. Equity of \$360,000, primarily for marketing, is being sought.

746 **Hovercraft Tours**

This Alberta limited partnership, formed in 1989, plans to introduce a hovercraft tour service in Drumheller, northeast of Calgary, to capitalize on the popularity of the Tyrrell Museum. Up to 32 passengers could be transported in air-conditioned luxury on an interpretive tour through the Badlands and Red Deer river valley, the popular prehistoric home of the dinosaur. The museum currently attracts over 500,000 national and international visitors annually, and detailed studies suggest hovernours could be the second-most visited attraction in the Drumheller valley. Equity capital of \$200,000 is required to launch the project.

NEW

859 **Fragrance/Cosmetic Manufacturer**

This Edmonton area company, which commenced Canadian operations in 1989, has recently purchased its U.S. parent

and is now in the process of expanding its business to the rest of North America. It is a network marketing company that manufactures and distributes a unique line of fragrances and related cosmetics. The company is debt free and had sales in excess of \$3.6 million or 1.7 percent of the Canadian fragrance market in 1991. An equity investment of \$400,000 is required to complete its expansion into the remainder of the U.S. market and to provide a stable working capital.

757

Multimedia/Computer Based Training

This Edmonton company, incorporated in 1989, has developed: technical industrial training, an advanced computer based training, and multi-media graphic information service products for use in the oil, gas, petrochemical, pipeline, forestry, and pulp and paper industries. It will initially concentrate on advanced computer based training programs and then will move into the field of multimedia graphical information service products. The company has already completed two major projects and sales are projected to be \$3.5 million with pre-tax profits of 22 to 24 percent in three years. An equity investment of \$250,000 is required to be used for marketing operations and further research and development.

759

Gold Mine

An Edmonton public company, incorporated in 1986, has a new discovery of 13,800 oz. of gold with an approximate value of \$6 million. To date 870 oz. of fine gold have been recovered. The company has a net asset value, excluding the value of the new discovery, of \$5.6 million. Equity investment of \$400,000 is required and an estimated pre-tax annual return of 32 percent is expected over a two year

period. Common shares and/or tax reducing flow-through shares, and/or joint ventures can be discussed. The corporation has received federal and provincial approval under the Immigrant Investor Program.

765

Model Rockets

In 1990 this company, based northwest of Edmonton, started manufacturing and distributing model rocket engines and kits in Canada. The company holds international patents on a high-tech, safer and more reliable engine than any currently available on the market, that use black powder as a propellant. In order to automate its production line and expand into the U.S. market, the company requires equity of \$500,000.

NEW
863

Wastewater Treatment Process

This Edmonton company, was established in 1979 (incorporated in 1988), to develop a unique physio-chemical treatment process for the treatment of sewage and effluent. Almost \$2 million has been spent on research and development over the last six years and it is now substantially complete. Patents have been obtained in 19 countries and a number are pending. The process is both extremely efficient, economical, and has been licensed in Europe, where it has been installed in five full-scale food processing factories with excellent results. An investment of \$750,000 is required to construct a mobile treatment plant and to initiate a well-planned promotional/marketing plan.

767

Board Games Manufacturer

This Edmonton based company has been manufacturing and marketing board games since 1989. One of its games

ranked number seven in Canada in the first year of production. Distribution has started in California. In order to expand to Europe and the remainder of the U.S., increased production runs are necessary. Equity of \$150,000 is required to achieve these goals.

770

Snowboard Accessories Manufacturer

This Calgary company was established in 1990 and specializes in the design and manufacture of accessories for snowboards. The most significant product is a revolutionary binding which features a rotating highback and quick closure/release system. Over \$100,000 has already been invested into the company and the growth in the industry exceeds 200 percent annually. Equity of \$250,000 is being sought to help the company market at the international level.

771

Vertical Blinds Manufacturing

This company, started in 1991 and located at Airdrie, near Calgary, wishes to manufacture vertical blinds. The blinds would be comprised of extruded aluminum and the vanes and matching valances would be available in a wide variety of colours. The two principals bring a total of 30 years of related experience to the project as well as an investment of \$150,000. Equity of \$100,000 is being sought to assist with the purchase of equipment and to provide the desired level of working capital.

NEW

823

Software Development

This Edmonton company commenced operations in 1986 to provide advanced software development and now has six programs: a digital terrain model for map-

ping and engineering design, a coordinate geometry model, a municipal mapping system, a GIS system for topological analysis, an interactive storm sewer design system, and an interactive roadway design package. Equity of \$250,000 is required to expand marketing worldwide, improve the computer system, and to hire additional programmers.

773

Dental Management Software

This Edmonton company, incorporated in 1991, has obtained the Canadian licensing rights for a dental office management software package originally developed for the United States market. The company has reviewed 32 different systems in detail and determined that its product is the most complete and up to date with mouse pointing and graphical capabilities. The system is ready for Alberta and is being modified for use in other provinces. An equity investment of \$150,000 is required to complete testing, purchase of fixed assets, and for marketing.

778

Laser Stress Analyzer

This Calgary company, founded in 1982, has recently invented and developed an automatic stress analyzer commercially known as LASTRAN. LASTRAN measures stress in different materials and structures using laser technology and photoelastic effect in such industries as airplanes, pipelines, automobiles, bridges, etc. Demand for stress analysis services exceeded \$12 billion in the U.S. in 1990 and is accelerating at a growth rate of 14 percent per year. One U.S. firm had sales of \$59 million in 1987. Start-up costs to manufacture the product require capital of \$370,000. It is expected that \$185,000 will be provided by government grants and interest free loans, \$65,000 will come

from conventional loans and the balance of \$120,000 from the private placement of shares.

783

Women's Fashions — Design and Manufacturing

This Edmonton based company, incorporated in 1991, will design, manufacture and distribute a unique line of ladies fashions targeted at the middle income group. Marketing will be done through an already established direct marketing organization, recruited and trained by one of the company's principals. Equity of \$200,000 is required for start-up and expansion into Ontario and Quebec which will complete the coast to coast Canadian marketing system.



829

3-D Animation Production

This Edmonton based company commenced operations in 1987 and is in the process of acquiring three-dimensional (3-D) animation computer software, which is on the leading edge technology for all media productions (film, television, video, etc.). Established as a high quality, multi-faceted film and television producer, the company plans to be the first in the region to offer low cost 3-D animation. An equity investment of \$250,000 is required to finalize the acquisition of the necessary technology and to begin its marketing campaign.

801

Safety Floor Treatment

Incorporated in 1990, this Edmonton based company manufactures, distributes, and services a full line of chemical safety, washware, maintenance, and laundry products. The main product is a chemical safety floor treatment which is formulated to react on all tile and concrete surfaces and will reduce slipping acci-

dents up to 70 percent. In order to expand marketing beyond the four western provinces, the company requires equity of \$100,000.

808

Laser Gun Computerized Game

The company, federally incorporated in 1991 and based near Edmonton, has developed a unique computerized sports game utilizing a laser gun format. The system is designed for multiple-players each with a laser gun and detector. A long range remote central computer keeps track of the scores and informs the players of hits or misses. Players pay a fee and can win cash and prizes. Equity of \$225,000 is required to complete the technology, marketing and working capital.

809

Bulk Propane Dealer

This northwestern Alberta company, which commenced operations in 1989, is in the business of distributing propane and installation of related equipment. The propane is purchased from local processing plants and distributed to various agents and to the end users. The company also sells and leases tanks and related equipment. By servicing remote areas and smaller centres with reasonable prices and good service, the company has been able to increase sales and improve cash flow management. In order to expand its truck fleet and tank inventory to service the company's ever expanding marketplace, an equity of \$500,000 is required. Investors with marketing expertise are of particular interest.



842

Portable Chlorine Gas Generators

This Calgary company, incorporated in 1991, is engaged in the manufacturing

and marketing of small-scale, portable chlorine generators. The low-cost generators are specifically advantageous for the purification of water supplies in remote areas and therefore the company has targeted its marketing efforts on "third world" locations. The primary market strategy is to offer the generators for field trials to gain customer acceptance. Currently the product is in field trials in Ecuador, Columbia, Kenya, Mexico, Canada's Northwest Territories, and Letters of Intent will be converted to purchase orders upon the successful completion of the field trials. Equity of \$200,000 is needed to conduct further field trial promotions and to begin a manufacturing process.

810

Packaged Kiln Dried Firewood

Based in Red Deer, this company has been established to function as a wholesale vendor of kiln dried firewood products for export to large retail outlets in the western U.S. The firm will be involved in all phases of the operation, including the harvesting of suitable timber, cutting, splitting, kiln drying and packaging of the product at the processing plant. The company has a minimum of 10 years supply of aspen trees available for harvest. Canadian and U.S. patents are registered for the production method and an experienced management team is in place. Equity of \$500,000 is required for start up costs, acquisition of manufacturing equipment and raw material inventory. Up to 50 percent of the common shares are available.

812

Floppy Disk Manufacturing

This Calgary company is a joint venture, formed in 1991, to establish a manufacturing facility for the production of 3.5 inch floppy diskettes. The facility will serve the

North American microcomputer market with a quality and price competitive product delivered in a timely manner. The expertise represented by the joint venture includes: engineering design, procurement and operations, manufacturing of production facilities for the electronics industry including floppy disk production lines in Hong Kong and China, and the wholesaling/retailing of computer products. Total project costs outlined in the viability report is \$1.076 million. \$350,000 is sought to complete the equity requirement of \$752,000.

821

Copying, Reproduction and Printing Company

This Calgary company founded in 1969, provides a complete range of reproduction and printing services for architects, engineers, lawyers, real estate, government, and the petroleum industry. Major services include high speed copying, process camera work, and offset printing. The plant is equipped with a full spectrum of state-of-the art equipment and has had peak sales in excess of \$1 million. The present plant is able to handle sales of \$2 million. Sales to date have been achieved without a sales force, however, a sales manager has recently been brought on board to expand the company's operations. Equity of \$100,000 is being sought to increase the working capital position of the company.

NEW

844

Specialty Lumber Producer

This company located south of Calgary, was incorporated in 1992, to produce specialty lumber products — to metric specifications — for the European marketplace. Products to be supplied are: wooden palette component parts, pine shingle and shakes, fruit box material, bedboards, kiln drying, wood preserva-

tive and pressure treatment, rough wet unprocessed lumber, specialty cuts or orders such as moldings and door casings. The critical decline in European forest production has created a large untapped market for the export of lumber products in most parts of the continent and the company already has several large volume orders on hand. Equity of \$600,000 is required to buy equipment, build-up investors, and for working capital. Minimum investments of \$100,000 will be considered.

558

Cruise Specialty Travel Agency

This Edmonton based company, incorporated in 1981, packages and distributes cruise holidays both on a wholesale basis to retail agents and its own retail sales. The company is seeking interested parties to help create new offices in other centres as a joint venture. Full training and complete product line will be provided. Equity capital of \$500,000 is sought in multiples of \$50,000 each for each new centre to be opened. This represents set up and a portion of first year operational costs.

591

Manufacturing — Unique Door Frame

This Calgary company, incorporated in 1986, intends to manufacture and continue the sales of a unique, quality door frame system with features never before obtainable in wood. The technology was originally imported into Alberta from Denmark. The company has acquired all the specialized equipment from the former manufacturer. Equity capital of up to \$750,000 is being sought for this project which has a proven market and strong earnings potential.

606

Gas Well Drilling

This junior gas company, incorporated in 1982 and located south of Edmonton, owns three sections of land, two of which are on the outskirts of a proven gas field currently in production. All necessary leases and licenses are in place and immediate gas markets are available should drilling prove successful. The project is set up with flow-through share financing, thus attractive tax write-offs and grant money are available to investors. A payout on an investment of \$150,000 is expected within 8 to 18 months.

615

New Geophysical Processing Technique

Incorporated in 1982, this Calgary based company is specialized in mathematical and computer modelling. The company has developed geophysical programs which have been successfully tested on the most difficult seismic sections. The company is seeking active partners and an investment of approximately \$150,000 for marketing of geophysical services, software, and the acquisition of hardware.

619

Full Service Cross-Country/Alpine Ski Shop

Set at the foot of the Canadian Rockies, this full-service ski rental business has been renting, selling and repairing all types of ski equipment since 1985. The company caters primarily to in-bound ski tour groups who want their ski equipment pre-packaged. Customers' requirements are forwarded to the company via a computerized reservation system and complete tailored ski packages are waiting for the skiers when they reach the moun-

tains. Equity of \$285,000 is required to maximize the market potential.

NEW
846

Revolutionary Down-Hole Testing System

This Calgary company, incorporated in 1985, has developed a new revolutionary down-hole testing technology for use in oil and gas drilling. The system uses a conventional wireline to locate the testing tools down-hole which allows for the activation of an electrically driven packer inflation pump and valve system to monitor pressures, fluid density, conductivity, temperature, and can retrieve fluid samples. The test data can be transmitted directly to the customers' head office even as the testing is taking place, which enables the client to make on-the-spot decisions, whether or not to complete or abandon the well. Equity of \$400,000 is being sought for further development and working capital and a combination of common shares, debentures, and preferred equity with options is being offered. Minimum investments of \$100,000 will be considered.

715

Complex Mesh-Flame and Explosion Control

Based in the Edmonton area, this business has been operating since 1984 and has developed a complex composition of meshes that have demonstrated capabilities in ignition prevention and flame and explosion control. The meshes have wide industrial and common applications with considerable advantages over competitive products. Market potential for these products is expected to exceed \$100 million within five to ten years. The company is seeking \$850,000 for a majority ownership or a joint venture partner for further research and development.

723

Marketing and Servicing Ozone Systems

This Calgary company, incorporated in 1990, intends to market, install and service ozone systems for the treatment of water and wastewater in such applications as cooling towers, swimming pools, and municipal drinking water. Initially, the product will be marketed in Alberta. An agreement has been reached with an established Canadian manufacturer to supply product and system designs. Equity capital of \$125,000 is required.

729

Image Systems Integration

Incorporated in 1989, this Calgary firm, a spin-off of a company started in 1970, utilizes the latest technological systems in optical scanning of drawings and optical disk mass storage. Its fully operational optical scanning system is capable of accepting documents of up to 40" wide and 20 to 30 feet long. Large existing original drawings and diagrams can be stored in about two minutes on optical disk media and retrieved in seconds. The company sells, leases, and offers its miraging systems as a service to a market projecting an average annual cumulative increase of 130 percent per year, over the next three years. Equity of \$600,000 is being sought to purchase the image scanning system, transfer the technology and distribution rights to the new company, and for marketing.

NEW

849

Gold Exploration/Mining

This Edmonton based, publicly traded junior exploration company, was incorporated in 1986 and has recently completed the preliminary exploration phase on its two mining properties in Northern Canada. One property has geological formations

similar to those found at the mines near Hemlo in northern Ontario, some with high gold contents. The other property has gold and associated metals in volcanic formations, and platinum in a setting similar to those which supply the world's platinum group metals. An equity investment of \$700,000 is required to obtain core samples on the properties. Management has indicated that joint ventures will also be considered.

733 Video Advertising Company

Formed in 1989, this Calgary based video advertising company has developed a unique method for assisting the public in buying and selling real estate and used vehicles. Studies indicate tremendous profitability and conservatively, an ability to capture four percent of the real estate market and seven percent of the used vehicle market. A system for video tape rentals has been set up through a nationwide convenience chain. This company requires between \$300,000 and \$500,000 to launch this advertising concept.

734 Composite Carpet Wholesaler

This Blackfalds company, located just north of Red Deer, was formed in 1989 and has secured the exclusive rights to market a composite type carpet. The product comes in one foot squares with jigsaw edges, can be joined together to fit any square or other pattern and because the product eliminates the need for professional labour, it can be installed very economically. The carpet market in Canada is valued at over \$1.5 billion annually and sales for this company are projected to be \$4.27 million by the third year of operation. Equity of \$200,000 is being requested primarily for working capital and preference will be given to investors who can

also bring marketing and management expertise to the project.

735 Computer Assisted Learning

This Calgary based company, incorporated in 1990, has the Canadian rights to the premier North American, computerized assisted, instructional software. A demonstration and training facility is in place. Investment of \$120,000 is being sought to assist in the marketing of the company's learning system products.

NEW
853

Full Service Truck Stop

This Edmonton area business, incorporated in 1986, has a multi-service facility including: full service restaurant, convenience store, vehicle repair and wash, 24 hour cardlock system, rest area with laundry and showers, and adjacent is a 49 unit motel (owned 25 percent by the truck stop). In place is a long term agreement with a major oil company. The company is now planning to add new services to the centre. In order to accomplish this and increase its marketing efforts, an investment of \$400,000 is required.

739 Security Alarm Systems

Incorporated in 1989, this Edmonton based company is involved in the engineering, sales and servicing of alarm systems. Over 65 percent of its sales are in fire and burglar alarms, however, it also sells closed circuit television and access control systems. The company has no debt and a solid account base is in place. Minimum equity of \$100,000 is required to enhance working capital to facilitate growth.

744 **Concrete Siding Tiles**

This Calgary company, incorporated in 1980, has recently developed a new, maintenance free product that gives homes a real stone appearance at a fraction of the cost of authentic stone. Interlocking fasteners are embedded into the tile and no mortar is needed. Market studies indicate that this product is capable of capturing a significant portion of the \$4 billion annual North American siding market. \$300,000 equity capital is being sought for additional machinery, promotional and operating expenses.

747 **Oilfield Sales & Service — Manufacturing**

This Edmonton based company has been in oilfield sales and service since 1979. It specializes in the sales of drilling bits and mining equipment. In addition, the company has the unique expertise for retipping and replacing insert bits. Sales in 1990 were approximately \$1.2 million and sales are projected to be \$4.5 million by 1995. Equity of \$500,000 is required to increase inventory and purchase additional equipment.

854 **House Building Program**

This Edmonton company, incorporated in 1991, has developed a service which allows individuals without any experience in construction, or understanding of the necessary elements, to successfully complete the building of a new home. All the required "services" would be brought together to allow an individual to be the general contractor for the construction of his own home. An initial investment of \$200,000 is required to open the retail operations and for working capital.

762 **Roof Membrane Manufacturer**

This Calgary company, incorporated in 1990, has acquired a new roof membrane construction material which will significantly advance the technology of patching commercial flat roofs. Its polymer based composite, is a liquid cold soldering product, is environmentally safe, cures in less than an hour, suits all climates and will effectively patch all major types of roofing: BUR, MB, and EPDM. Equity of \$285,000 has been invested to date and the company has access to the clients of a sister company with current sales of approximately \$250,000 per year. The company is looking for an additional \$250,000 in equity to provide financing for the expansion.

766 **Victorian Hat and Band Boxes**

This Edmonton area manufacturer, incorporated in 1989, produces a quality line of traditional hat and band boxes with new utility and contemporary, fashionable designs to compliment any decor. The business operated as a cottage industry for 17 years and is now ready to expand and market its products throughout North America. The products are aimed at upper income individuals and at corporations for use in promotional presentations. Decorative styles run from Victorian, bridal, western to seasonal. Equity of \$200,000 is required for new equipment and marketing.

777 **Environmental Livestock Equipment**

This Calgary company was incorporated in 1986 to design and develop environmentally controlled livestock complexes. The products (positive displacement

pumps, biodigesters and general livestock equipment) are manufactured locally and imported from the company's parent company in Germany. Besides uses in agriculture the products can also be employed in the construction, oil and gas, food processing, waste treatment and sanitation industries. Equity of \$250,000 is required to assist the company in starting up production.



861

Heavy Equipment Dealership

Based in Edmonton, this recently established partnership was registered in 1991 and has secured Western Canadian sales territories for three heavy equipment companies. It also plans to take advantage of the forecasted growth in used heavy equipment sales, by offering used equipment, trade-ins and consignments, to further broaden its sales base. In order to complete its start up an equity investment of \$500,000 is required to purchase the land for the operation and also, to purchase a viable truck box manufacturer which will provide the necessary stability to the partnership.

784

Hockey Sports Apparel

This company, located in Calgary, was originally incorporated in 1989 to manufacture sports apparel. The product is a revolutionary one piece hockey undergarment that eliminates long underwear, conventional hockey stockings, shorts, athlete supporter and protector cup, and the garter belt used for keeping the stockings up. The company is currently operating 24 hours a day and has sales to date of \$250,000. Equity of \$600,000 is being sought primarily for working capital. Minimum units of \$100,000 are available.

785

Petroleum and Natural Gas Leases

This Calgary company has been in the business of bidding for and acquiring petroleum and natural gas leases since 1988. During this period it has been successful in acquiring an interest in 57,280 acres on some 53 different prospect areas. The acquired lands to date have shown a 4.6 times increase in appraised value and a total of 4,640 acres have been sold for \$118,000 plus retaining overrides and/or carried interest in wells. Equity of \$266,000 is being sought to acquire an interest in existing inventory and to acquire additional leases.

787

Mind Enhancement/Relaxation Devices

This Edmonton company was incorporated in 1981 to design and manufacture a series of repetitive light and sound stimulation brain wave entrainment devices used for relaxation and stress control, to increase creativity, productivity and even athletic excellence. A golf performance enhancement has been added and marketed which has proven very successful. Applications may also include the treatment of chronic pain and use in the dental community. Product has been accepted in the Canadian, American and European markets, with recent entry into Japan. The company is seeking product distributors, as well as licensing the technology to interested parties. Inquiries from potential equity (\$100,000 to \$200,000 range) investors are invited.



864

Evening Entertainment Tours

This Edmonton based company, incorporated in 1990, is in its second year of operation. The business provides unique

double-decker bus transportation to all significant events, festivals and conventions, as well as specific and regular theme tours to pubs, theatres and clubs in the host city. Between venues, customers are entertained by experienced guides and entertainers. Management has identified a number of markets to which it currently plans to expand. Investments of \$300,000 to \$1 million, depending on the size of the city, is required. The company will entertain offers to develop each market by way of a franchise, joint venture or partnership with potential investors.

792 **Fu-Lex Project**

This Calgary company started operations in 1986 to develop a fuel efficiency conversion system. The conversion kit improves exhaust emissions in automobiles without the use of a catalytic converter, reducing emissions while enhancing power availability. Test marketing of over 283 vehicles gave an average mileage improvement of 83 percent with a 95 percent drop in hydrocarbons. The company seeks \$250,000 to promote Fu-Lex and establish a distribution system to market the product line.

793 **Pedigree Management Software**

Founded in 1985 and incorporated in 1987, this Calgary company has developed and markets computer software designed for the record keeping needs of the agricultural and pedigree marketplace. The software allows for data storage, as well as the telecommunication of information to access, retrieve and transmit data dealing with animal pedigrees, health and maturity. There are currently over 4,500 dairy producers in Western Canada alone and the program can be modified to serve any industry that deals with pedigrees. An

equity investment of \$150,000 is being requested to market this user friendly software.

794 **Air/Vapour Sealer**

This Lethbridge company has been in operation since 1985 and just recently has developed an air/vapour barrier product for use in both the exterior and interior construction industry. The barrier is applied primarily at the junctions of the exterior wall and the floor frame, the basement wall and floor, and the wall frame with the window and door jambs. The barrier product is patented in both Canada and the U.S. and market research indicates a potential market of \$13.5 million annually. Equity of \$150,000 is being sought to finance the marketing plan and working capital. A minimum investment of \$100,000 will be considered and up to a 40 percent equity position is being offered.

NEW
789

Crude Oil Storage Tank Cleaner

This small business, located near Edmonton has been serving the northern Alberta oilpatch since 1969. Recently the principal has developed a new process to thoroughly clean oil storage tanks. The process does not use any dangerous or harmful chemicals and the majority of the crude oil is recovered. Water used in the process is recyclable. An equity investment of \$250,000 is required to purchase equipment, expand marketing efforts and to increase working capital.

797 **Big Game Farm**

As part of a government economic diversification and self-sufficiency plan for northern Alberta, this recently founded operation, located on two townships of

land approximately 760 kilometres northwest of Edmonton, is in the business of raising elk. Through proper management, the operator foresees the export of elk and certain by-products to markets in Europe and the Pacific Rim countries, where there is an increasing demand for such delicacies. The business requires \$800,000 for breeder stock and setting up the farming infrastructure. A minimum investment of \$110,000 will be considered, to start operations.

NEW
824

Horse Equipment Manufacturer/Distributor

This newly established Calgary area company is in the start up phase of manufacturing, distributing and selling health care, treatment and exercise equipment to the North American horse industry. Products include: swimming centres for treatment and exercising, horse solaria to improve performance and fertility, respirators to treat respiratory tract problems, foaling monitor systems to track the foaling process, and track conditioners to recondition race track and riding arena surfaces. Albertans purchase \$124 million of equine equipment annually, while sales in the U.S. exceed \$1 billion. Equity of \$250,000 is required to commence marketing and distribution and active partners are welcome.

800

Medical Specialty Distribution Centre

This Calgary company, established in 1989, markets specialty devices and equipment to the health care industry. Highly specialized surgical instruments are promoted under exclusive agreements and several agency arrangements to distribute select capital equipment are in place. The principals have a combined 35 years of experience in the recession proof health care industry. Equity of \$100,000 to \$150,000 is required for additional working capital and an active participation could be available.

811

Mailing/Business Service Centre

This Edmonton service company commenced operations in late 1990 and is now ready to expand. The firm offers a wide range of innovative and integrated office services including: complete mailing, photocopying, printing, distributing and secretarial. Plans are in place to expand services to include: bookkeeping, income tax, accounting and management consulting. Also, the company desires to open service centres in other cities throughout Alberta. The company currently has a strong cash flow and in order to expand its operations, requires an equity investment of \$100,000.

803

Direct Marketing of Leisure Products

This Edmonton company was incorporated in early 1991 to direct market a variety of products in North America, Europe and the Pacific Rim. The company currently has two products to offer, the main one being a board game comprised of five completely different games, some of which were successful individual games in the past few years. The other one is a compact metal lure retriever. The company requires equity of \$400,000 for initial manufacturing and marketing.

813

Western Wear Manufacturer

This Calgary based company was incorporated in 1987 to design, manufacture

and market quality casual and western wear. The products are in the mid-price range and are marketed directly by the company to specialty western wear stores, department stores and boutiques across Canada and internationally. The company presently employs up to eight sewers. Expansion plans will allow for up to 30 sewers. Equity of up to \$240,000 is required to establish a larger production facility and acquire machinery and equipment.

NEW
847

Oil/Gas Environmental Products

This Calgary company, formed in 1992, has acquired the international marketing rights to two Canadian developed, innovative, hydrocarbon clean-up and reclamation technologies. The first product that the company manufactures is a hydrocarbon separator/contaminated soil and sludge reclamation unit that recovers hydrocarbons from contaminated soils, slurries, sludge, and tank bottoms. The second product is an amine/glycol distillation reclaimer which purifies and recovers valuable chemicals from gas, and separates the chemicals from the contaminants. In Alberta alone, 90,000 oil and gas sites require clean-up representing a market potential of \$4.5 billion. An investment of \$500,000 is required to buy the production facility and to complete the licensing requirements for both technologies.

814

New Geophysical Industry Technology

This Calgary company was established in 1989 and has developed a quality control monitor instrument to be utilized by the geophysical data acquisition industry. The Lineboss 9001 is a computer-based test instrument which employs a new and unique technology that has no direct and very limited secondary competition. The monitoring equipment will enable oil companies to identify smaller pay zones of oil pools with much greater accuracy. The scope for this product is international with a total market potential in excess of \$80 million. Equity of \$100,000 is needed to complete the product development and commence a manufacturing operation.

NEW

835

Fishing Accessories

This Edmonton region company, incorporated in 1986, has designed a unique line of fishing accessories for the recreational and commercial marketplaces. The main product line is a plastic sport fishing spoon, available in various sizes and colours. In order to commence manufacturing and marketing the product lines, equity of \$1 million is required. If the manufacturing is licensed out, an equity investment of \$250,000 will be required for marketing.

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NOTES

NOTES

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Yes, I would like to participate in the **Investment Matching Service of Alberta**. I understand that this confidential, professional service is provided at no cost to potential investors and companies seeking investment capital.

- ☐ Please add my name to the mailing list for future volumes of the **Investment Matching Service of Alberta Catalogue**.
- ☐ Please send me the brochure called: **Investment Matching Service of Alberta**.
- ☐ My company is seeking investment capital and I would like to be listed in the next **Investment Matching Service of Alberta Catalogue**.
- ☐ I am searching for qualified investment opportunities and would like to be registered with the **Investment Matching Service of Alberta**.

- ☐ I am interested in specific investment opportunities listed in this Catalogue as follows:

REFERENCE NUMBER:	DESCRIPTION
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_____	_____
_____	_____
_____	_____

COMPANY NAME: _____

CONTACT PERSON NAME: _____

TITLE: _____

ADDRESS: _____

CITY: _____

PROVINCE: _____ POSTAL CODE: _____

TELEPHONE BUS: _____ RES: _____

FACSIMILE: _____

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- | | | |
|--|--|---|
| <input type="checkbox"/> Description of investment opportunities | <input type="checkbox"/> Acquisitions Wanted | <input type="checkbox"/> Investment News |
| <input type="checkbox"/> Sectoral investment profiles | <input type="checkbox"/> Economic Indicators | <input type="checkbox"/> Alberta Infrastructure |
| <input type="checkbox"/> Strategic Alliances | <input type="checkbox"/> Other _____ | |

How could we improve:

- DESCRIPTION OF INVESTMENT OPPORTUNITIES? _____
- ACQUISITIONS WANTED? _____
- STRATEGIC ALLIANCES? _____
- ALBERTA INFRASTRUCTURE? _____
- INVESTMENT NEWS? _____
- ECONOMIC INDICATORS? _____
- OTHER? _____

What additional types of information would you find useful?

Other comments or suggestions are welcome.

Mail or Fax this form to:

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Alberta Economic Development & Trade
Sterling Place, 9940 - 106 Street
Edmonton, AB T5K 2P6 Canada
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